

DIRECTORY OF PRODUCTS AND SERVICES



Corporate Headquarters
Great American Insurance Group Tower
301 E Fourth Street
Cincinnati, OH 45202-4201
GreatAmericanInsuranceGroup.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

TABLE OF CONTENTS

AgriBusiness	3
Alternative Markets	4
Bonds	5
Crop Insurance	6
Environmental	7-8
Equine Mortality	9
Excess Liability	10
Executive Liability.....	11
Fidelity & Crime	12-13
Financial Institution Services	14
Great American Custom.....	15
Great American International.....	16
Ocean Marine	17
Property & Inland Marine	18-19
Specialty E&S	20
Specialty Equipment Services.....	21
Specialty Human Services.....	22
Strategic Comp.....	23
Supplemental Unemployment	24
Trade Credit & Political Risk	25
Trucking.....	26
 SUBSIDIARIES:	
American Empire Group	27
Mid-Continent.....	28
National Interstate	29
Republic Indemnity.....	30
 SERVICES:	
Claims Data Warehouse.....	31
Drug-Free Workplace Program	32
Great Pay Program	33
Loss Prevention	34
Specialty Claims Offices.....	35-36
Legal Notices.....	37

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

AGRIBUSINESS® / www.GAIG.com/Agribusiness

Great American's AgriBusiness® Division has been insuring farm and ranch operations for 100 years. We specialize in providing coverage for full-time operating farms and ranches and agricultural operations on a nationwide basis. We operate through independent agents who also specialize in the rural market and have been selected for their underwriting and marketing expertise in supporting the rural customer. Great American Insurance Company has maintained an A (Excellent) rating or better with A.M. Best for over 100 years, and is recognized as one of the country's most stable and reputable insurance companies.

The Division has two primary underwriting operations: the Farm Center, located in Cincinnati, Ohio and the Equine Farm Center, located in Ocala, Florida.

The Farm Center offers specialized programs and coverages for dairy farms (DairyPak®), seed merchants, livestock operations, vegetable farms and others. Through the variety of insurance products available, we are able to meet the risk management needs of the wide range of agricultural operations.

Through professional independent equine agents, our Equine Farm Center offers a full line of property and casualty products for the equine community. We also offer mono line property and liability, care, custody and control, umbrella and auto insurance to the horse farm community. Specialized coverages for individual horse owners, race horse owners and riding clubs are available.

If you would like to locate a Great American agent in your area or become an agent, please contact us.

Product Management

Great American Insurance Company has updated its policies to further strengthen one of the best programs currently available for farmers and ranchers. You can now protect your assets with comprehensive and flexible coverage from one of the leaders in property/casualty insurance. Great American's Farm and Ranch Property and Casualty Insurance Center is staffed by experts in farm underwriting, claims,

and policyholder services. Since farm and ranch insurance is our only business, we understand your critical issues as only agricultural specialists can.

AgriPak® (P&C Coverage) - Comprehensive and flexible insurance coverages for farms operated by individuals, partnerships, corporations, and limited liability companies.

Equine Farm & Ranch AgriPak® (P&C Coverage) - Provides Farm & Ranch coverage, Care, Custody or Control Coverage, coverage for Race Horse owners, Riding Clubs or Individual Horse Owners.

DairyPak® (P&C Coverage) - Innovative insurance coverages designed specifically for today's complex dairy operation

AgriPro® (Commercial Ag P&C Coverage) - Industry leading insurance coverage for commercial farm and ranch operations.

AgriGuard® (Umbrella Coverage) - Provides broad catastrophic protection for farm, auto and watercraft liability coverage.

Equipment Breakdown (Property Coverage) - The equipment breakdown coverage, available through Great American AgriPak policy, fills important coverage gaps for farms, including mechanical breakdown, artificially generated electrical current, explosion of steam equipment, internal loss or damage to steam equipment, and internal loss or damage to water heating equipment. For the farm residence, the coverage includes mechanical breakdown, electrical breakdown (except brownout and power surge), and tearing apart, cracking, burning, or bulging of a steam or hot water system or air conditioning system.

301 E Fourth Street • 26N • Cincinnati, OH 45202-4201
513.763.8550 • FAX 513.763.8549
800.567.7359

4414 SW College Road, Ste 1422 • Ocala, FL 34474
352.369.4131 • FAX 352.369.4172
800.315.5522

CONTACTS

AgriBusiness® Contacts

AgriBusiness Division

Jim Muething

Divisional President

513.763.8500

FAX 513.763.8549

jmuething@gaic.com

Equine Farm Center

Jim Mitchell

Divisional Vice President,

Equine Farm Center

352.369.4130

FAX 352.369.4172

jmitchell@gaic.com

Claims

Steve Heffelmire

Divisional Vice President, Claims

513.763.8505

FAX 513.763.8549

sheffelmire@gaic.com

Farm Center

David Thompson

Divisional Vice President,

513.345.6405

FAX 513.763.8549

dthompson@gaic.com

Products

Julie Barnhill

Divisional Vice President,

Product Manager

513.763.8514

FAX 513.763.8549

jkbarnhill@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

ALTERNATIVE MARKETS / www.GreatAmericanCaptive.com

The **Alternative Markets** Division of Great American Insurance Group is a leader in the development of long-term, profitable captive partnerships with agents, associations, and large accounts (via group or single entity captive structures).

For more than a decade we have delivered customized solutions to our partners, establishing a reputation for flexibility, responsive service and open communication. Our risk-sharing business model is a great alternative to the traditional commercial marketplace, offering you the following:

- the opportunity to build a **TRUE PARTNERSHIP**: we are committed to building long-term relationships that emphasize transparency, communication and collaboration. By working together we are able to achieve a strategic advantage in the marketplace that sets you (and us) apart from the competition.
- captive **EXPERTISE**: our business is built around the captive risk-sharing business model. Put simply - captives are all that we do. Our team of experts will work with you to write business, customizing program solutions that bring value to your clients.
- **FRANCHISE VALUE**: we follow a deliberate appointment process. As a result, our products and services are not found on every street corner. In fact, as an agency captive partner you may be the only firm in a territory with access to our suite of commercial line products!

Cyber Risk

Our suite of cyber risk insurance products was developed to protect commercial enterprises, including not-for-profit organizations, from a variety of exposures inherent with the use of the Internet as a business tool. At the core of this insurance solution is the ISO® Information Security Protection Policy (ISPP) which provides both first and third party coverage through eight insurance agreements. A modular policy, these coverages may be purchased individually, collectively or in any combination.

- Insuring Agreement 1: Website Publishing Liability
- Insuring Agreement 2: Network Security Liability
- Insuring Agreement 3: Programming Errors & Omissions Liability
- Insuring Agreement 4: Replacement or Restoration of Electronic Data
- Insuring Agreement 5: Extortion Threats
- Insuring Agreement 6: Business Income and Extra Expense
- Insuring Agreement 7: Public Relations Expense
- Insuring Agreement 8: Security Breach Expense

In addition, Insuring Agreement 2 and Insuring Agreement 8 are sold with enhanced customer services offered by IdentityTheft911.

For more information about Cyber Risk Insurance please contact Jeremy Ong, jong@gaic.com or email us at altmarkets@gaic.com.

5789 Widewaters Parkway, 2nd Floor • Syracuse, NY 13214-1855
301 E Fourth Street, 24th Floor • Cincinnati, OH 45202-4201

Mail pertaining to Claims:
P.O. Box 5432 • Cincinnati, OH 45201-5432

CONTACTS

Alternative Markets Contacts

Profit Center Manager

Gary Powers

Divisional President

888.677.5872 x28

FAX 315.446.5853

gpowers@gaic.com

Underwriting

Larry LesChander

Divisional Senior Vice President

513.412.4376

FAX 513.369.3658

lleschander@gaic.com

Marketing

Sarah Berger

Divisional Vice President

513.412.4331

sberger@gaic.com

Carol Frey

Business Development Manager

484.667.8181

cfrey@gaic.com

Claims

Tom Jabs

Divisional Senior Vice President

513.287.8132

FAX 513.412.4113

tjabs@gaic.com

Technology

Jeremy U. Ong

Divisional Vice President

425.653.5222

FAX 425.649.5915

jong@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

BONDS / www.GreatAmericanBonds.com

Great American's **Bond Division** writes a wide range of surety and fidelity products including standard contract surety, commercial surety and miscellaneous non-contract surety and fidelity. Please visit our website at www.GreatAmericanBonds.com to find the Great American office closest to you.

301 E Fourth Street, 24th Floor • Cincinnati, OH 45202-4201

Standard Contract Surety writes contract surety for general contractors, subcontractors and specialty trade contractors with approximately twenty strategically located contract underwriting marketing offices throughout the United States. Many of these offices can also write non-contract bonds and small fidelity bonds.

Main Office: 301 E Fourth Street • Cincinnati, OH 45202-4201

1350 Treat Blvd., Suite 300 • Walnut Creek, CA 94597

Commercial Surety underwrites all bonds associated with commercial accounts, other than contractors. This includes bonds for public officials, court fiduciary, court judicial, government, license and permit, and ERISA (under \$500,000 limits) products.

100 2nd Ave. S., Suite 100 • Edmonds, WA 98020-8440

CONTACTS

Bonds Contacts

Cincinnati Office

Greg Thomas

Divisional Vice President

513.369.3683

FAX 513.723.2740

gthomas@gaic.com

Stephen Sullivan

Divisional Assistant Vice President

513.412.9158

FAX 888.799.1845

ssullivan@gaic.com

Ken Bearley

Divisional Assistant Vice President

513.369.5740

FAX 513.723.2740

kbearley@gaic.com

David Kitchin

Divisional Senior VP, Claims

513.412.4602

FAX 888.290.3706

dkitchin@gaic.com

Information Technology

Tom Turner

Divisional Vice President

513.333.5176

FAX 513.723.2740

tturner@gaic.com

Northern California Office

Francis Plante

Divisional Senior Vice President

925.988.2252

FAX 925.935.9189

fplante@gaic.com

Commercial Surety

100 2nd Ave. S., Suite 150

Edmonds, WA 98020

877.8SURETY

Seattle Office

Helen Lally

Divisional Assistant Vice President

425.778.4105

FAX 425.778.4095

hlally@gaic.com

Miscellaneous Surety

Western U.S. Office

Helen Lally

Divisional Assistant Vice President

425.778.4105

FAX 425.778.4095

hlally@gaic.com

Eastern U.S. Office

31 St. James Avenue, Suite 830

Boston, MA 02116

Margit Ramsland

Director

617.348.2934

FAX 617.451.7928

mramsland@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

CROP INSURANCE / www.GreatAmericanCrop.com

Great American has been an innovative leader in the crop insurance industry since it issued its first crop policy in 1925. Our **Crop Insurance** Division provides the tools you need in the form of specialized crop insurance coverages, which can insure your revenue stream even if elements outside your control go awry. That means even in the face of a worst-case scenario you will have the guaranteed income you need to keep your operation functioning properly.

Great American allows you to actively manage your farming operation so you are no longer at the mercy of the wind, rain, hail... or even an unexpected fall in market values for your crops.

Products offered by this Division include the federally reinsured Multiple Peril Crop Insurance policies (MPCI) and numerous Named Peril Insurance Products. MPCI insures against disease and weather related disasters causing crop losses on a unit basis. Named Peril programs are unique and varied. Included in our family of Named Peril products is Crop-Hail, which provides spot-loss protection against damaging hail or fire.

301 E Fourth Street, 26th Floor • Cincinnati, OH 45202-4201
513.763.8400 or 800.587.1553 ext. 8417 • FAX 513.763.8456

CONTACTS

Crop Insurance Contacts

Tim Weber

Divisional President
513.763.8415
tcweber@gaic.com

Mark Allison

Divisional Assistant Vice President
785.840.1108
mallison@gaic.com

Ron Rohling

Divisional Vice President,
Technology
513.763.8444
rrohling@gaic.com

Dennis Strickland

Divisional Vice President,
Operations
513.763.8405
dstrickland@gaic.com

Bob Twomey

Divisional Vice President, Claims
513.763.8416
btwomey@gaic.com

Tim Copeland

Divisional Vice President,
Marketing
513.763.8430
tcopeland@gaic.com

Mike Kelley

Divisional Vice President,
Accounting/Administrative
513.763.8420
mkelley@gaic.com

Dean Clarke

Divisional Vice President,
Development/Reinsurance
513.763.8410
dclarke@gaic.com

FIELD OFFICES

Lawrence Office

4910 Corporate Centre Drive,
Suite 200,
Lawrence, KS 66047
785.840.1100 or 800.336.4359
FAX 785.749.1301
States: AR, CO, KS, LA, MO, NE,
OK, TX, WY and NM

Chris Fisher

Divisional Assistant Vice President
785.840.1108
cfisher@gaic.com

Peoria Office

1315 West Commerce Drive
Peoria, IL 61615
309.689.1065 or 800.345.1065
FAX 309.689.1055
States: IL, IN, MI and OH

Burr Glasgow

Divisional Assistant Vice President
309.689.1065
bglasgow@gaic.com

Albany Office

618 #2 North Westover Boulevard
Albany, GA 31707
229.483.7400 or 800.833.2241
FAX 866.310.3440
States: AL, FL, GA, KY, MS, NC,
SC, TN and VA

Terry Young

Divisional Assistant Vice President
229.483.7401
tlyoung@gaic.com

Eau Claire Office

3410 Oakwood Mall Drive,
Suite 100
Eau Claire, WI 54701
715.834.8155 or 800.826.7090
FAX 715.834.1899
States: IA and WI

Dale Vogt

Profit Center Manager
715.834.8155
dvogt@gaic.com

Fargo Office

1402 43rd Street SW
Fargo, ND 58103-1904
701.277.0505 or 800.835.7013
FAX 701.277.0571
States: MN, MT, ND and SD

Darrel Rohlfis

Divisional Assistant Vice President
701.277.0505
drohlfis@gaic.com

Fresno Office

9477 North Fort Washington,
Suite 102
Fresno, CA 93730
559.437.3821 or 800.635.9641
FAX 559.437.2479
States: AZ, CA, ID, OR, UT and WA

Linda Lucero

Profit Center Manager
559.271.7770
llucero@gaic.com

ENVIRONMENTAL / www.gaig.com/Environmental

The **Environmental** Division of the Great American Insurance Group provides a comprehensive portfolio of environmental insurance products to a broad array of industries. All products can be customized to address the specific risks and exposures of the client. The Environmental Division is staffed by only experienced underwriters and claims personnel who are deeply committed to client service and satisfaction.

Products:

- Premises Environmental Liability Insurance
- Indoor Air Quality and Mold Liability Insurance
- Contracting Services Environmental Liability Insurance
- Professional and Contracting Services Environmental Liability
- Professional Plus and Contracting Services Environmental Liability
- Closure and Post-Closure Financial Assurance
- Excess Environmental Liability Insurance
- Combined General/Pollution Liability Insurance

Capacity: \$25 million

Premises Environmental Liability Insurance Policy

The policy covers bodily injury, property damage, legal expenses and clean-up costs resulting from pollution conditions associated with a covered location on a claims-made basis. It covers an insured's pollution liability arising from non-owned disposal sites, transportation of products or wastes, and incidental contracting services. Coverage is available for new and historical pollution conditions arising from both sudden and gradual events. The definition of pollutants includes mold matter and legionella. The definition of property damages includes natural resource damage. A ten-year policy term is available for certain classes of business and coverage. The policy is suitable for environmental facilities including landfills, recyclers, water/waste-water treatment plants; real estate including apartments, condos, hotels, offices, shopping centers; chemical/petroleum facilities including distribution, manufacturing, storage, refining, pipelines, service stations; commercial facilities including agricultural, airports, colleges/universities, food industry, municipalities; healthcare facilities; and industrial facilities including general manufacturing, mining, pulp and paper, steel recyclers, and utilities. Legal expense is provided within the Limit of Liability.

Indoor Air Quality and Mold Liability Insurance Policy

This policy provides claims-made coverage for bodily injury, property damage, legal expenses and building related clean-up costs resulting from pollution conditions associated with buildings on a covered location. Coverage is available for new and historical pollution conditions arising from both sudden and gradual events. The definition of pollutants includes mold matter and legionella. The policy responds to claims arising from, or the discovery of, pollutants on, at or within a building. Legal expense is provided within the limit of liability. Suitable for real estate including apartments, condos, hotels, offices, shopping centers; commercial facilities including colleges/universities, municipalities as well as healthcare facilities.

Contracting Services Environmental Liability Insurance Policy

This policy covers bodily injury, property damage, legal expenses and clean-up costs resulting from pollution conditions associated with

Contracting Services on an occurrence basis. It also covers liability associated with non-owned disposal sites, transportation of products or wastes and owned locations on a claims-made basis. There is liability coverage for both ongoing contracting services along with completed operations coverage to provide protection after the job is finished. Coverage for a specific project is available. Sudden or gradual pollution events are covered plus loss and clean-up costs from pollution conditions that migrate from the job site or the insured's covered locations. In addition there is discovery coverage for sudden pollution conditions at a job site. Other benefits include blanket non-owned disposal sites, in-bound and out-bound transportation, legal expenses within the limits of liability and bodily injury including building related illness and medical and environmental monitoring. The definition of pollutants includes mold matter and legionella. The definition of property damages includes natural resource damage. A ten-year policy term is available on project policies with an additional completed operations period. This policy is suitable for many types of contractors including General Contractors, Specialty Trade Contractors and Environmental Contractors.

Professional and Contracting Services Environmental Liability Insurance Policy

This policy covers acts, errors and omissions arising from Professional Services performed by or on behalf of the Insured on a claims-made basis and bodily injury, property damage, legal expenses and clean-up costs resulting from pollution conditions associated with Contracting Services on an occurrence basis. There is liability coverage for both ongoing contracting services along with completed operations coverage to provide protection after the job is finished. It also covers liability associated with non-owned disposal sites, transportation of products or wastes and owned locations on a claims-made basis. In addition there is discovery coverage for sudden pollution conditions at a job site. Other benefits include blanket non-owned disposal sites, in-bound and out-bound transportation, legal expenses within the limits of liability and bodily injury including building related illness and medical and environmental monitoring. The definition of pollutants includes mold matter and legionella. The definition of property damages includes natural resource damage. This policy is suitable for various types of contractors and consultants including Construction Managers, General Contractors, Specialty Contractors, Environmental Consultants and Environmental Contractors.

Professional PLUS and Contracting Services Environmental Liability Insurance Policy

This policy is designed to provide coverage for acts, errors and omissions arising from Professional Services performed by or on behalf of the Insured on a claims-made basis. The policy also allows for indemnity protection for loss above the Design Professional's errors and omissions limits. This policy covers bodily injury, property damage, legal expenses and clean-up costs resulting from pollution conditions associated with Contracting Services and completed operations on an occurrence basis. It also covers liability associated with non-owned disposal sites, transportation of products or wastes and owned locations on a claims-made basis. In addition, there is discovery coverage for sudden pollution conditions at a job site. Other benefits include blanket non-owned disposal sites, in-bound and out-bound transportation,

Continued, next page

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

ENVIRONMENTAL continued

legal expenses within the limits of liability and bodily injury including building related illness and medical and environmental monitoring. The definition of pollutants includes mold matter and legionella, the definition of property damages includes natural resource damage. This policy is suitable for a General Contractor operating under a design/build delivery methodology.

Excess Environmental Liability Insurance Policy

This policy provides excess coverage for either a claims-made or occurrence primary pollution policy written by an approved and qualified environmental carrier. The coverage is designed for both new and historical conditions and covers either sudden or gradual pollution events. Qualified customers are those who have purchased a primary environmental insurance policy with a qualified environmental carrier subject to an underwriting review of the exposures and the primary policy terms and conditions.

Closure and Post Closure Financial Assurance Policy

This policy provides the insured with a financial assurance mechanism to meet the needs for the closure and/or post closure costs of a regulated

waste facility. It does so by allowing for payments directly to the regulatory agency for a full or partial closure and/or post closure costs. It pays on behalf of the insured and the company can deal directly with the regulatory agency on behalf of the insured. The policy uses a deductible in lieu of retention for any retained amount, has modified cancellation provisions to comply with the financial assurance guidelines and assists the insured in meeting financial assurance obligations. This makes the policy suitable for any customer class that owns or operates a landfill, waste treatment unit or a hazardous waste treatment, storage or disposal facility and is required to post financial assurance costs to meet the regulatory guidelines under RCRA.

301 E Fourth Street • Cincinnati, OH 45202-4201

401 Plymouth Road, Suite 100 • Plymouth Meeting, PA 19462
610.828.4320 • FAX 610.828.4578

100 Pine Street, Suite 2250 • San Francisco, CA 94111
415.477.9400

CONTACTS

Environmental Contacts

John Reynolds

Divisional President
610.828.4320
jwreynolds@gaic.com

Mark Vuono

Divisional Senior Vice President
Underwriting
610.567.5061 • FAX 513.564.3455
mvuono@gaic.com

Doug Stepenosky

Divisional Senior Vice President
Underwriting
610.567.5062 • FAX 513.564.3456
dstepenosky@gaic.com

Peter Pantalone

Vice President Environmental
Division
610.567.5073 • FAX 513.333.4569
ppantalone@gaic.com

Robert Burkholder

Divisional Vice President
Claims
610.567.5066 • FAX 513.564.3460
rburkholder@gaic.com

William Hoffman

VP Senior Claim Counsel
610.940.9710 • FAX 610.828.4578
whoffman@gaic.com

Shelli Hamilton

Divisional Vice President
Underwriting
610.567.5063 • FAX 513.564.3457
shamilton@gaic.com

Patrick Mahoney

Divisional Assistant Vice President
Underwriting & CTO
610.567.5064 • FAX 513.564.3458
pjmahoney@gaic.com

Kirk Davenport

Divisional Assistant Vice President
Underwriting
610.567.5065 • FAX 513.564.3459
kdavenport@gaic.com

Ken Snyder

Divisional Assistant Vice President
Underwriting
610.567.5068 • FAX 513.564.3462
ksnyder@gaic.com

William North

Divisional Assistant Vice President
Underwriting
610.567.5072 • FAX 610.828.4578
wnorth@gaic.com

Barry Geisler

Vice President Operations &
Division Counsel
610.567.5074 • FAX 610-828-4578
bgeisler@gaic.com

Scott Britt

Vice President Underwriting
610.940.9711 • FAX 610.828.4578
sabritt@gaic.com

Kelly Gubanich

Associate Underwriter III
610.567.5069 • FAX 610.828.4578
kgubanich@gaic.com

Christal Dove

Associate Underwriter III
610.567.5070 • FAX 610.828.4578
cdove@gaic.com

Barbara Duffy

Associate Underwriter III
610-567-5077 • FAX 610.828.4578
bjduffy@gaic.com

Patricia Roeckel

Administrative Assistant II
610.567.5071 • FAX 610.828.4578
proeckel@gaic.com

Trish Shippee

Technical Director-Claims
610.368.8333 • FAX 513.333.4595
pshippee@gaic.com

Robert Potter

Vice President Underwriting &
S.F. Office Manager
415.477.9401 • FAX 415.477.9412
CELL 415.264.6433
rpotter@gaic.com

Steven Smith

AVP-Underwriting
415.477.9404 • FAX 415.477.9412
sjsmith@gaic.com

Jenny Han

AVP-Underwriting
415.477.9403 • FAX 415.477.9412
jhan@gaic.com

Carlos Perez

Underwriter
415.477.9402 • Mobile 415.238.9299
FAX 415.477.9412
cperez3@gaic.com

Pauline Saint-Pierre

VP Underwriting
415.477.9406 • FAX 415.477.9412
psaintpierre@gaic.com

Mary June Manglicmot

Associate Underwriter I
415.477.9405
mmanglicmot@gaic.com

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

EQUINE MORTALITY OPERATIONS / www.gaig.com/Equine-Mortality

Our **Equine Mortality Division** is one of the world's leading providers of equine mortality insurance and related coverages through professional equine independent agents. Our underwriting staff is extremely knowledgeable of all breeds of horses used for racing, as well as all show and pleasure uses. Our in-house claims staff specializes in handling equine mortality and injury and losses.

The Equine Mortality Division has taken an active industry leadership role through numerous national sponsorships. They have been a Corporate Sponsor of HITS (Horse Shows in the Sun, Inc.) with show venues nationwide, since 1990.

Equine Mortality is a Corporate Sponsor of the NCHA (National Cutting Horse Association). The Equine Farm Center of the AgriBusiness Division joined them in the Title Sponsorship of the USDF (United States Dressage Federation) Regional Championship Series and the newly added USDF Breeder's Championship Series as well as Corporate Sponsorship for the Florida Horse Park.

4414 SW College Road, Ste 1422 • Ocala, FL 34474
352.351.4799 • FAX 352.351.2836

Equine Mortality Claims: 800-331-0211 • Choice Bill: 800-847-4357

CONTACTS

Equine Mortality Contact

Kendel Standlee
Divisional President
352.351.4797
FAX 352.351.2836
kstandlee@gaic.com

Dianne Meisner/Underwriter
Divisional Vice President
352.369.4111
FAX 352.351.2545
dmeisner@gaic.com

Beth Leaird/Underwriter

Divisional Vice President
352.369.4122
FAX 352.369.4179
bleaird@gaic.com

Kathy Coyne

Divisional Assistant Vice President
352.369.4147
FAX 513.345.1362
kjcoyne@gaic.com

Virginia Cardenas/Underwriter

Divisional Assistant Vice President
352.369.4144
FAX 352.369.4180
vcardenas@gaic.com

Patsy Clark

Operations Manager
352.369.4112
FAX 352.351.2836
pclark@gaic.com

Kathy Stringer

Underwriter/Marketing Director
352.369.4167
FAX 352.351.2545
kstringer@gaic.com

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

EXCESS LIABILITY / www.gaig.com/Insurance/Excess-Liability

The **Excess Liability** unit of Great American's Alternative Markets Division offers significant capacity of up to \$50 million dollars for both Lead Umbrella and Excess Liability placements. This protection is made available to companies varying in size from single location light hazard risks to a wide variety of more difficult to place manufacturers and processors. This unit specializes in offering large limits of liability to protect its clients' corporate assets from catastrophic loss. The unit can tailor coverages to meet specific individual exposures and provide a customized Excess program. The unique Lead Umbrella form includes many of the frequently requested extensions of coverage sought by discriminating buyers.

With an average experience level of over 20 years, the Excess Liability unit is staffed with an energetic team of true professionals empowered to respond quickly, decisively and enthusiastically. We are located in Atlanta, Chicago, Cincinnati, Dallas, Los Angeles, and San Francisco.

3775 Roswell Road NE, Suite 300 • Marietta, GA 30062-6284
770.509.9300 or 800.345.2913 • FAX 770.509.3090

CONTACTS

Excess Liability Contacts

Home Office

John V. Bracca
Divisional President
770.509.3001
FAX 770.509.3090
jbracca@gaig.com

Christopher O. Bright
Divisional Vice President
770.579.6952
FAX 770.578.1657
cbright@gaig.com

BRANCH OFFICES

Atlanta
3775 Roswell Road NE, Suite 300
Marietta, GA 30062
770.509.9300 or 800.345.2913
FAX 770.509.3090

Todd Gambrell
Senior Vice President
770.509.3007
tgambrell@gaig.com

Chicago
300 South Wacker Drive,
Suite 650
Chicago, IL 60606
312.385.4222
FAX 312.663.3975

Tom Hart
Divisional Vice President
312.385.4223
thart@gaig.com

Dallas
14651 Dallas Parkway, Suite 119
Dallas, TX 75254
972.490.8192
FAX 972.490.0233

Kathleen Zale
Divisional Vice President
972.455.9313
kzale@gaig.com

Los Angeles
750 The City Drive South,
Suite 310
Orange, CA 92868
714.740.3383
FAX 714.740.3385

Richard Watkins
Divisional Vice President
714.740.3381
rcwatkins@gaig.com

San Francisco
505 Sansome Street,
Suite 425
San Francisco, CA 94111
415.986.2401
FAX 415.986.1416

Marcus Lampley
Divisional Vice President
415.986.2402
mlampley@gaig.com

VIRTUAL OFFICES

Cincinnati
Lorri Colby
8196 Woodcreek Dr.
Florence, KY 41042
859.609.7945
FAX 513.412.7844
lcolby@gaig.com

Florida
Tom Haddix
PO Box 941026
Maitland, FL 32794
thaddix@gaig.com

Kansas City
Jim Cahill
P.O. Box 4586
Olathe, KS 66063
913.254.9660
FAX 513.369.7630
jcahill@gaig.com

Phoenix

Christine Armfield
14227 S. 8th Street
Phoenix, AZ 85048
714-740-3384
Fax: 714-740-3385
carmfield@gaig.com

Claims

Office Location:
50 Parsippany Road, Suite 300
Parsippany, NJ 07054

Mailing Address:
PO Box 5432
Cincinnati, OH 45201-5432
800.222.0305
FAX 973.952.9857

Jim Siessel
Divisional Vice President Claims
973.952.9888
FAX 888.223.1317
jsiessel@gaig.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

EXECUTIVE LIABILITY / www.GreatAmericanELD.com / www.ELDCanada.com

Great American's **Executive Liability** Division (ELD) offers independent agents and brokers a specialized facility for Directors' and Officers' Liability Insurance (D&O) and related professional liability coverages, including Fiduciary Liability and Employment Practices Liability. The ELD has the capacity and strength to meet the needs of large, prestigious Insureds, as well as small, local organizations. The Division also has the capacity to offer coverage to more difficult or non-standard D&O risks.

Limits up to \$25 million are available. Underwriting, claims, accounting and marketing are handled from our main office in Schaumburg, IL, as well as our regional offices located in Chicago, IL; New York, NY; Princeton, NJ and Toronto, Ontario.

1515 Woodfield Road, Suite 500 • Schaumburg, IL 60173-5437
847.330.6750 • FAX 513.929.6890

CONTACTS

Executive Liability Contacts

Home Office

Bruce Smith

Divisional President
847.330.6783
bsmith@gaic.com

Kevin Gadbois

Divisional Executive
Vice President, Claims
847.330.6750
eldclaims@gaic.com

Jane Kornesczuk

Divisional Senior Vice President &
Chief Underwriting Officer
847.330.6761
jkornesczuk@gaic.com

Jeffrey J. Gauthier

Divisional Senior Vice President
847.330.6758
jgauthier@gaic.com

Thomas Siebers

Divisional Senior Vice President
847.330.6774
tsiebers@gaic.com

Jonathan G. Starck

Divisional Vice President,
Marketing
630.897.4299
jstarck@gaic.com

James E. Carroll

Divisional Senior Vice President,
Accounting / Systems /
Risk Management
847.330.6767
jecarroll@gaic.com

REGIONAL MARKETING OFFICE

Midwest & Eastern Canada

G. Shane Allen

217.586.2565
gallen@gaic.com
States & Provinces: CO, IA, IL, IN,
KS, KY, MN, MO, ND, NE, SD, WI,
WY and Ontario

Northeast & Eastern Canada

Jack Greguoli

413.781.0945
jgreguoli@gaic.com
States & Provinces: CT, DC, DE,
MA, MD, ME, MI, NH, NJ, NY,
OH, PA, RI, VA, VT, WV, New
Brunswick, Newfoundland and
Labrador, Nova Scotia, Prince
Edward Island and Quebec

Southwest

Gina Galloway Wood

817.441.1981
ggwood@gaic.com
States: AZ, CA, HI, NM, NV, OK, TX
and UT

Northwest & Western Canada

Mari Gaines, CPCU, RPLU

509.933.3212
mgaines@gaic.com
States: AK, ID, MT, OR, WA,
Alberta, British Columbia,
Manitoba, Northwest Territories,
Nunavut, Saskatchewan and
Yukon Territory

Southeast

Adam Grey

404.295.7229
agrey@gaic.com
States: AL, AR, FL, GA, LA, MS,
NC, SC and TN

REGIONAL UNDERWRITING OFFICES

New York Regional Office

370 Lexington Ave, Suite 511
New York, NY 10017

Jeff Weaver

Senior Underwriter I
212.867.2494 X202
jjweaver@gaic.com

Chicago Regional Office

300 South Wacker Drive
Suite 650
Chicago, IL 60606

G. Tyler DeFend

Divisional Assistant Vice President
312.385.4250
FAX 312.663.4624
gdefend@gaic.com

Toronto Ontario, Canada

330 Bay Street, Suite 800
Toronto, Ontario M5H 2S8

Oren Schemool, MBS

Underwriting Manager
416.368.8200
877.728.8200
FAX 416.368.4474
oschemool@gaic.com

Private Equity Specialists Office

103 Carnegie Center
Princeton, NJ 08540

David Garrison, CPCU, AR

Divisional Vice President
Partnership Risks
dgarrison@gaic.com

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

FIDELITY & CRIME / www.CrimeInsurance.com

Fidelity and Crime underwrites fidelity and crime policies throughout the U.S for mercantile businesses, financial institutions, and governmental entities.

Standard fidelity and crime products insuring for Employee Dishonesty, Kidnap & Ransom, Forgery, Computer Fraud and Money & Securities are available. In addition, tailored products and programs are also available.

We tailor policies for specialized classes of business including casinos, armored car companies, and gaming risks. Fiduciary dishonesty and investment companies also have tailored policies. Programs exist for school boards, kidnap & ransom, state and local governments, property management companies and security guards.

Main Office: One Waterside Crossing • Windsor, CT 06095-1548
860.298.7300 • FAX 860.285.0616

New York Office: 40 Rector Street, 15th Floor • New York, NY 10006-1778
FAX 212.513.4015

Canada Office: 330 Bay Street, Suite 800 •
Toronto, Ontario Canada, M5H 2S8
FAX 416.268.4474

Texas: 307 W. Seventh Street, Suite 915 • Fort Worth, TX 76102
FAX 817.820.0526

Illinois Office: 900 Oakmont Lane, Suite 425 • Westmont, IL 60559
FAX 630.455.0118

California Office: 1350 Treat Blvd, Suite 300 • Walnut Creek, CA 94597
FAX 925.935.9361

Virginia Office: 2924 Emerywood Pkwy, Suite 202 • Richmond, VA 23294
FAX 804.287.5104

CONTACTS

Fidelity and Crime Contacts

CONNECTICUT OFFICE

Frank J. Scheckton, Jr.

Divisional President
860.285.0102

FAX 860.285.0616

fscheckton@gaic.com

A. Diana Swenhall

Finance & Operations Manager
860.298.7324

FAX 860.285.0616

dswenhall@gaic.com

Nancy B. Edgar

Director
860.285.0244

FAX 860.285.0616

nedgar@gaic.com

Tyrone R. Bell

Senior Account Executive
860.285.0112

FAX 860.285.0616

trbell@gaic.com

Tara A. Proulx

Account Executive
860.285.0068

FAX 860.285.0616

tproulx@gaic.com

Nancy R. Ogren

Supervising Marketing Assistant
860.285.0433

FAX 860.285.0616

nogren@gaic.com

Christine E. Martin

Senior Marketing Assistant
860.285.0383

FAX 860.285.0616

cemartin@gaic.com

Kristin V. Barstis

Marketing Assistant
860.285.0021

FAX 860.285.0616

kbarstis2@gaic.com

Rolane M. Ough

Marketing Assistant
860.298.7316

FAX 860.285.0616

rough@gaic.com

Laverne Hills

Marketing Assistant
860.285.0030

FAX 860.285.0616

lhills@gaic.com

Stephanie M. Hoboth

Divisional Assistant Vice President
860.285.0076

FAX 860.285.0616

smhoboth@gaic.com

Melissa B. Domian

Manager
860.285.0081

FAX 860.285.0616

mdomian@gaic.com

Tory L. D'Angelos

Senior Account Executive
860.298.7325

FAX 860.285.0616

tdangelos@gaic.com

Patrick J. Shannon

Account Executive
860.285.0034

FAX 860.285.0616

pshannon@gaic.com

Caitlin McMullan

Account Executive
860.298.7326

FAX 860.285.0616

cmcmullan@gaic.com

Jason E. Kyd

Assistant Vice President
860.285.0128

FAX 860.285.0616

jkyd@gaic.com

James F. Wayland

Account Manager
860.285.0104

FAX 860.285.0616

jwayland@gaic.com

NEW YORK OFFICE

George E. Pierce, Jr.

Divisional Vice President
212.513.4014

FAX 212.513.4015

gpierce@gaic.com

Dennis T. Burns

Divisional Vice President
212.513.4017

FAX 212.513.4015

dburns@gaic.com

Gerard J. Mogan

Divisional Assistant Vice
President

212.513.4013

FAX 212.513.4015

gmogan@gaic.com

Robert E. Larsen

Manager
212.513.4012

FAX 212.513.4015

rlarsen@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

FIDELITY & CRIME continued

CONTACTS continued

Jerry W. Douglas
Director
212.513.4022
FAX 212.513.4015
jwdouglas@gaic.com

Olga A. Torres
Account Manager
212.513.4016
FAX 212.513.4015
oatorres@gaic.com

Annamarie L. James
Account Manager
212.513.4020
FAX 212.513.4015
aljames@gaic.com

Matthew P. McNamara
Senior Account Executive
212.513.4023
FAX 212.513.4015
mmcnamara@gaic.com

Tim Rose
Account Executive
212.513.4019
FAX 212.513.4015
trose@gaic.com

Vercelly Lopez
Office Assistant
212.513.4021
FAX 212.513.4015
vlopez2@gaic.com

CANADA OFFICE

Samuel J. Benedek
Manager
416-868-8220 ext. 26
FAX 416.268.4474
sbenedek@gaic.com

TEXAS OFFICE

Stan B. Gover
Manager
817.348.0569 option 1
FAX 817.820.0526
sgover@gaic.com

Robert W. Flynn
Senior Account Executive
817.348.0569 option 4
FAX 817.820.0526
rflynn@gaic.com

Andria Schultz
Account Executive
817.348.0569 option 3
FAX 817.820.0526
aschultz@gaic.com

ILLINOIS OFFICE

Chris J. Charlesworth
Manager
630.455.0839
FAX 630.455.0118
ccharlesworth@gaic.com

Michael Henning
Account Executive
630-455-0898
mhenning@gaic.com

Jessie Lorenz
Account Executive
630-455-0726
jlorenz@gaic.com

Colleen Schade
Account Executive
630-455-0835
cshade@gaic.com

CALIFORNIA OFFICE

Jason B. Pundt
Manager
925.988.2278
FAX 925.935.9361
jpundt@gaic.com

Steve T. Nguyen
Senior Account Executive
925.988.2282
FAX 925.935.9361
snguyen@gaic.com

Soroush Rezaie
Senior Account Executive
925.988.2227
FAX 925.935.9361
srezaie@gaic.com

VIRGINIA OFFICE

Joseph W. Anderson
Manager
804.287.5100 option 3/2
FAX 804.287.5104
jwanderson3@gaic.com

Thomas J. Buckley
Assistant Manager
804.287.5100 option 3/1
FAX 804.287.5104
tbuckley@gaic.com

Gregory Hill
Senior Account Executive
804-287-5100 option 3/5
ghill3@gaic.com

Jennifer Soehngen
Account Executive
804-287-5100 option 3/4
jsoehngen@gaic.com

Cathy R. Moran
Account Executive
804.287.5100 option 3/3
FAX 804.287.5104
cmoran@gaic.com

CLAIMS OFFICE

Tom E. Maloney
Divisional Vice President
914.788.0734
FAX 860.688.8188
tmaloney@gaic.com

William F. Marston
Divisional Vice President
813.915.0743
FAX 860.688.8188
bmarston@gaic.com

John C. Retinger
Divisional Assistant Vice President
865.671.2228
FAX 860.688.8188
jretinger@gaic.com

Richard A. Searcy
Director
918.357.2511
FAX 860.688.8188
rsearcy@gaic.com

Tracey A. Archbold
Director
732.919.1870
FAX 860.688.8188
tarchbold@gaic.com

Rachelle A. Weimer
Manager, Subrogation
860.207.8282
FAX 860.688.8188
rweimer@gaic.com

Peggy O. Poirier
Claims Assistant
860.285.0056
FAX 860.688.8188
ppoirier@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

FINANCIAL INSTITUTION SERVICES / www.gaig.com/FIS

Great American Financial Institution Services specializes in providing risk management, fee income and product enhancement programs to vehicle lenders and lessors, commercial equipment lenders and mortgage lenders throughout the U.S. and Canada. Target clients include commercial banks, credit unions, finance companies, buy-here pay-here dealers and leasing and rental concerns.

Great American Financial Institution Services provides insurance products through agents and General Agents specializing in providing solutions for financial institutions' needs. With an average experience level of over 20 years, Great American Financial Institution Services is staffed with an energetic team of professionals empowered to respond quickly and decisively to the needs of our target clients and producer partners.

Great American Financial Institution Services proactively develops new products and services from our suburban Chicago headquarters. Our guiding principle is to make business easier, more secure and more profitable for our customers and producer partners through innovative product concepts and insurance solutions. Aligning our interests with those of our clients and producer partners has helped us become industry leaders in responding to the ever changing needs in the financial institution marketplace.

Some of our products include:

- Lender Placed Collateral Protection Insurance (CPI)
- Blanket Lenders Single Interest Insurance (VSI)
- Equipment Physical Damage Insurance
- Guaranteed Automobile Protection (GAP)
- Instant Issue Collateral Protection Insurance
- Lender Placed Mortgage Hazard and Flood Insurance
- Real Estate Owned Property and Liability Insurance
- Blanket Mortgage Fire Insurance
- Credit Involuntary Unemployment / Job Loss Insurance
- Renters Insurance
- Franchise Rental Vehicle Liability and Physical Damage
- Leased Contents and Household Goods

1100 East Washington Street, Suite 200
Grayslake, IL 60030
847.543.1595 or 877.803.4319
FAX 847.543.1597

CONTACTS

Financial Institution Services Contacts

Christopher L. Wise
Divisional President
877.803.4319
cwise@gaic.com

Charles H. Brummond
Divisional Senior Vice President
877.803.4319
cbrummond@gaic.com

Rick Schweikert
Divisional Senior Vice President
513.579.6754
rschweikert@gaic.com

Lisle Greenweller
Divisional Assistant Vice President
Product Management & Client
Relations
513.763.7047
lgreenweller@gaic.com

Pat Sinnard
Assistant Vice President-Claims
877.429.3826
afarro@gaic.com

Ken Nieberding
Divisional Assistant Vice President
Analytics
513.763.8450
knieberding@gaic.com

Beth Birkholtz
Assistant Product Manager
Vehicle Service Contracts
513.763.8320
ebirkholtz@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

GREAT AMERICAN CUSTOM / www.GAmCustom.com

Great American Custom focuses on long-term client relationships and customized business solutions. We specialize in providing primary casualty products as well as umbrella and capacity excess products that meet the needs of the commercial market. We also write miscellaneous errors and omissions liability through wholesale insurance brokers. Our policyholders range from small businesses to complex multi-national corporations and Fortune 1000 accounts. We are a nationwide operation writing both admitted and nonadmitted business from offices in Los Angeles and Atlanta.

Great American Custom Insurance Services Division

725 South Figueroa Street, Suite 3400 • Los Angeles, CA 90017-5434
213.430.4300 • 800.687.4453 • FAX 213.629.8223

125 TownPark Drive, Suite 100 • Kennesaw, GA 30144
678.594.4980 • FAX 678.594.4988

CONTACTS

Great American Custom Contacts

Kirk Bull

Divisional President
213.430.4344
kirk.bull@gamcustom.com

Lori Reilly

Vice President, Claims
213.430.4396
lori.reilly@gamcustom.com

Raymond Shaghzoian

Executive Vice President and
Chief Administrative Officer
213.430.4441
raymond.shaghzoian@gamcustom.com

Chris Sterger

Vice President,
Miscellaneous E&O
578.594.4980
chris.sterger@gamcustom.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

GREAT AMERICAN INTERNATIONAL / www.gaiil.com / www.liisl.com

The **Great American International Division** provides specialized insurance products and services to clients in Europe and other territories outside the USA and Canada. We take pride in understanding the unique requirements of each client's business to develop bespoke insurance programmes, which generate additional revenue streams whilst protecting our clients and their customers.

The division comprises of:

Great American International Insurance Ltd Established in Ireland to write insurance business throughout Europe, our team has in-depth knowledge of finance and specialized underwriting skills to create new insurance solutions and customized insurance programmes to meet the distinct needs of the finance market.

Lease & Loan Insurance Services Ltd An insurance intermediary and recognized leader in providing products and services to the finance & leasing sectors in Europe since 1991. Lease & Loan Insurance Services Ltd administers multi-national insurance programmes across Europe, which offers high-quality multi-lingual customer service and claims handling support. We form strategic partnerships with clients to maximize the effectiveness of their insurance programmes, both in terms of risk management and revenue generation.

We currently offer a range of insurance solutions, but if you don't see what you are looking for, please contact us to discuss your requirements in depth:

AI Insurance – Automatic Asset Insurance

Our Automatic Asset Insurance programme covers leased equipment from physical loss or damage from the day a lease is activated. We offer a fully outsourced service, which simplifies the insurance sales process and provides high quality customer service and claims handling so that lessors can concentrate on their core business whilst providing added value to their customers.

GAP Insurance

Enables finance companies to reduce the risk of a financial shortfall for their customers when a leased commercial vehicle or asset is written off through accident fire or theft.

ETI Insurance - Early Termination Insurance

Designed to free lessees from financial commitment for private vehicle, company car and light commercial vehicle lease rentals, should their personal circumstances change unexpectedly. It enables the lessee to hand the vehicle back, without the worry of funding the difference between the market value of the vehicle and the outstanding finance settlement amount.

DPI Insurance - Deposit Protection Insurance

DPI Insurance enables lessors to reimburse customers with their deposit payment on a vehicle in the event of total loss of the vehicle, or as a result of an unexpected change in personal circumstances, such as bankruptcy or redundancy.

GAI International Insurance

Station House • Dublin Road • Malahide • County Dublin, Ireland
Tel: +353 1 845 4850

Lease & Loan Insurance Services Ltd

32 Queen Square • Bristol, BS1 4ND • UK
Tel: +44 (0)844 809 4765

17 Square Edouard VII • 75009 Paris • France
Tel: +33 1 53 43 90 59

CONTACTS

Great American International Contacts

Julian Bartlett

Divisional Vice President
+44 (0)844 809 4765
jbartlett@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

OCEAN MARINE / www.GreatAmericanOcean.com

The **Ocean Marine Division** offers insurance solutions for marine clients including traditional cargo, hull and liability coverages as well as pollution and complete packages combining marine property and casualty.

The Division also offers Loss Prevention services for its customers.

65 Broadway, 20th Floor • New York, NY 10006-2503
FAX 212.422.1063

CONTACTS

Ocean Marine Contacts Administration

65 Broadway, 20th Floor
New York, NY 10006-2503

John Rowney

Divisional President
212.510.0115
jrowney@gaic.com

Cincinnati, OH Branch Office

301 E Fourth Street,
Cincinnati, OH 45202-4201
FAX 513.412.4175

Patty Mulshine

Divisional Assistant Vice President
513.287.8146
FAX 513.345.6461
pmulshine@gaic.com
State: OH

Loss Prevention Regional Office

65 Broadway, 20th Floor
New York, NY 10006-2503

Edward Wilmot

Divisional Vice President
212.510.0135
ewilmot@gaic.com

Underwriting

Ocean Marine

West Regional Office

1350 Treat Boulevard, Suite 300
Walnut Creek, CA 94597-7959

Cathy Hammer

Divisional Vice President
925.988.2261
FAX 925.935.8636
crhammer@gaic.com
States: CA, OR, WA, HI, AZ, NV, ID,
UT, MT, WY, CO and NM

Orange, CA Branch Office

750 The City Drive South, Suite 300
Orange, CA 92868-4969

Marilyn Smith

Ocean Marine Manager
714.740.3320
FAX 714.740.3350
malsmith@gaic.com
State: CA

Seattle, WA Branch Office

701 Pike Street, 22 Room N2
Seattle, WA 98101

Travis Collins

Divisional Assistant Vice President
206.682.0126
FAX 206.682.0973
tmcollins@gaic.com
State: ID, MT, OR and WA

New York Metro Regional Office

65 Broadway, 20th Floor
New York, NY 10006-2503

Windsor, CT Branch Office

One Waterside Crossing
Windsor, CT 06095

John Gambino

Divisional Vice President
212.510.0118
FAX: 212.422.1077
jgambino@gaic.com

Debra Savoie

Underwriting Manager
860.298.2587
FAX 800.842.5945
dsavoie@gaic.com
States: CT, MA, ME, NH, NY, RI,
and VT

Ocean Marine

East Regional Office

1515 Woodfield Road, Suite 450
Schaumburg, IL 60173-4929

Forrest ("Chip") Downing

Divisional Senior Vice President
847.330.6831
FAX 800.608.1573
cdowning@gaic.com

Chicago, IL Branch Office

1515 Woodfield Road, Suite 450
Schaumburg, IL 60173-4929

Noah J. Kingston, CPCU, AMIM

Divisional Assistant Vice President
847.330.6810
FAX 800.608.1573
njkingston@gaic.com
States: IA, IL, IN, KS, KY, MI, MN,
MO, NE, OH, WI and WV and some
producers in LA (also see Houston
Office)

Lake Mary, FL Branch Office

200 Colonial Center Parkway,
Suite 340
Lake Mary, FL 32746

Rodney Matteson

Divisional Assistant Vice President
407.444.0308
FAX 407.444.0301
rmatteson@gaic.com
States: AL, DE, FL, GA, MD, MS,
NC, SC, TN, VA and Washington,
D.C.

South Miami, FL Office

5900 S.W. 73rd Street, Suite 306
South Miami, FL 33143

Tim Van Hemert, Esq.

Underwriting Manager
305.668.9071
FAX 305.666.8424
tvanhemert@gaic.com

Houston, TX Branch Office

3200 Wilcrest, Suite 300
Houston, TX 77042

Steve Weber

Divisional Assistant Vice President
713.278.7237 Ext. 300
FAX 713.776.8251
sweber@gaic.com
State: AR, LA, MS, OK and TX

Claims

Ocean Marine Division

65 Broadway, 20th Floor
New York, NY 10006-2503

Frank Skelly

Divisional Senior Vice President
212.510.0102
FAX 212.422.1108
fskelly@gaic.com

Ocean Marine

West Regional Office

1350 Treat Boulevard, Suite 300
Walnut Creek, CA 94597-7959

Thomas Nager

Divisional Vice President
925.988.2225
FAX 925.935.8636
tnager@gaic.com
Services: Ocean Marine West
Regional and Branch Offices

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

PROPERTY & INLAND MARINE / www.gaig.com/PIM

Great American writes property and inland marine coverage for the following industries:

- Communications
- Construction
- Education
- Manufacturing
- Medical/Health Services
- Municipalities
- Professional Services
- Retail/Wholesale
- Transportation

We are one of the few insurance groups with a division dedicated to underwriting Property and Inland Marine business. We write policies in all 50 states and have more than 2,000 independent agents offering our coverages. Our broad range of products include property, builders' risk, contractor's equipment, excess property, transportation cargo, electronic data processing (EDP), and difference in conditions (DIC).

Residential Construction (www.greatamericanbuilder.com)

Great American is a leader in providing quality insurance products to the residential construction marketplace. Our staff specializes in the underwriting and marketing of inland marine and property products through agents who are dedicated to this segment of the business.

Excess Property (www.excessproperty.gaig.com)

The Excess Property staff specializes in the underwriting and marketing of Excess Property products through agents who are dedicated to this segment of the business.

Great American Excess Property Department writes coverages for the following industries:

- Education
- Habitational
- Manufacturing
- Municipalities
- Medical/Health Services
- Real Estate
- Developers
- Retail/Wholesale

Great American is one of the 20 largest commercial inland marine insurers in the United States. Our mission is to be the leading provider of risk management solutions using Property & Inland Marine insurance and related products and services. In achieving this purpose, we expect our customers, employees, owners, and communities to prosper.

301 East Fourth Street, 21st Floor • Cincinnati, OH 45202-4201
513.345.6473 • FAX 800.945.2246

CONTACTS

Property & Inland Marine Contacts

Cincinnati Office

301 East 4th Street, 21st Floor
Cincinnati, OH 45202-4201

Dale Kelley

Corporate Senior Vice President,
Divisional President
513.345.6465
dkelley@gaic.com

Julie Kadnar

Divisional Senior Vice President
Product Management
513.287.8219
jkadnar@gaic.com

Chris Clinton

Divisional Vice President
Marketing
513.345.6403
cclinton@gaic.com

P&IM Claims Division, Resource Group, Residential Construction, Canada

301 East 4th Street, 21st Floor
Cincinnati, OH 45202-4201

Paul Garay

Divisional Senior Vice President
800.584.0835
FAX 800.811.4751
pgaray@gaic.com
pimclaims@gaic.com

Residential Construction

Robert Beyerle

513.412.4924
FAX 513.369.7169
rbeyerle@gaic.com

Canada

330 Bay Street, Suite 800
Toronto, Ontario Canada M5H 2S8

Chris Briggs

416.368.8200 Ext 13
FAX 416.368.4474
cbriggs@gaic.com

South & West

1509 Johnson Ferry Road NE,
Suite 100
Marietta, GA 30062

Ed Moran

Division Senior Vice President
770.977.3529 Ext. 115
FAX 770.977.2015
emoran@gaic.com

Atlanta, GA / Orlando, FL

Joel Usry

770.977.3529 ext 122
FAX 770.977.2015
jusry@gaic.com

Excess Property

301 East Fourth Street, 21st Floor
Cincinnati, OH 45202
770.977.3529 ext 122

Joel Usry

770.977.3529 ext 122
FAX 770.977.2015
jusry@gaic.com

Mid-Atlantic

Bill Royse

704.357.4016
FAX 704.357.6302
broyse@gaic.com

Montgomery, AL

Jim Galluzzi

334.271.0350
FAX 334.271.4558
jgalluzzi@gaic.com

Orange, CA

Marie Mancini

714.740.3108
FAX 513.333.4505
mmancini@gaic.com

Walnut Creek, CA

Ona Micke

530.219.9432
FAX 925.946.9528
omicke@gaic.com

Seattle, WA

Doug Dahl

425.640.9470
FAX 925.946.9528
ddahl@gaic.com

Northeast

50 Parsippany Road, Suite 300
Parsippany, NJ 07054

Grace Thomas

Divisional Vice President
973.952.9725
FAX 973.952.9767
gdthomas@gaic.com

Parsippany, NJ

Grace Thomas

Divisional Vice President
973.952.9725
FAX 973.952.9767
gdthomas@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

PROPERTY & INLAND MARINE continued

CONTACTS continued

Syracuse, NY

Keith Fountain

315.446.2200

FAX 315.446.5867

kfountain@gaic.com

Windsor, CT

Chuck Miller

860.683.4756

FAX 860.298.2522

cdmiller@gaic.com

Central & South Central

301 East Fourth Street, 21st Floor

Cincinnati, OH 45202-4201

Cecil Wilson

Division Senior Vice President

513.345.6450

Mobile 704.904.4762

cwilson@gaic.com

Great Lakes Region

Todd Starr

800.983.8851

FAX 800.983.8852

tstarr@gaic.com

Ohio Valley Region

Rick Beasley

513.412.4204

FAX 513.369.7547

rbeasley@gaic.com

Texana

Dallas, TX / Houston, TX

Brenda Atkins

972.437.7151

FAX 972.437.7104

batkins@gaic.com

Great Plains Region

Tulsa, OK / Denver, CO

Ron Forsberg

918.488.9345

FAX 918.493.7352

rforsberg@gaic.com

National Cargo

Chris Brandser

704.357.4004

FAX 877.901.5934

cbrandser@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

SPECIALTY AUTOMOTIVE SERVICES

Specialty Automotive Services provides risk management and fee income tools for lenders, lessors and dealers in the US and Canada. Automobile and recreational vehicle lenders and lessors use its insurance products and services to protect portfolio assets against physical damage losses and liability claims. In addition, Specialty Automotive Services partners with agents and third party administrators to insure service contracts, warranties and loyalty programs sold through vehicle dealers.

A guiding principle is to make business easier, more secure and more profitable for its customers and business partners through the application of information analysis, risk management and insurance solutions. Aligning its interests with those of its clients helps Specialty Automotive Services be an industry leader in responding to the ever-changing needs in the markets we serve.

Risk Management Products Include:

- Collateral Protection Insurance
 - Track and Place
 - Instant Issue
- Vendor Single Interest
- Contingent & Excess Liability
- Insurance Tracking and Verification

Dealer Products Include:

- Vehicle Service Contracts
- Paintless Dent Repair
- Road Hazard
- Wheel & Tire Protection Limited Warranties
- Theft Protection Limited Warranties
- Loyalty Programs
- Chemical Protection Limited Warranties

301 E Fourth Street • 20th Floor • Cincinnati, OH 45202-4201
800.625.6694 toll free or 877.429.3826 claims • FAX 800.838.4013

CONTACTS

Specialty Automotive Services Contacts

Rick Schweikert

Divisional Senior Vice President
513.579.6754
rschweikert@gaic.com

Lisle Greenweller

Divisional Assistant Vice President
Product Management & Client
Relations
513.763.7047
lgreenweller@gaic.com

Pat Sinnard

Assistant Vice President-Claims
877.429.3826
afarro@gaic.com

Ken Nieberding

Divisional Assistant Vice President
Analytics
513.763.8450
knieberding@gaic.com

Beth Birkholtz

Assistant Product Manager
Vehicle Service Contracts
513.763.8320
ebirkholtz@gaic.com

SPECIALTY EQUIPMENT SERVICES

The **Specialty Equipment Services** Division is focused on easing the burden of risk for our key customer segments. Whether it's financial institutions, public or private academia, healthcare facilities, or global corporations, we have unique solutions to help manage risk, lessen the administrative load and reduce overall expense.

Our focused business lines are:

EQUIPMENT FINANCE SOLUTIONS provides products and services to manage risk, create revenue opportunities, and ensure customer satisfaction for our clients in the equipment finance industry. Multiple products are customized and bundled with unique systems and flexible options to help organizations streamline processes and achieve greater efficiencies. Our focus on service makes it easy for clients to differentiate and grow their business through customer loyalty and niche-market solutions. Physical damage and liability insurance for equipment, property insurance for commercial titled vehicles and equipment residual value insurance are our hallmarks.

Benefits include:

- Web-based system for easy beginning-to-end insurance coverage enrollment and ongoing account management at the client's convenience
- Full-service program that provides insurance tracking and placement, reducing administrative costs and conserving internal resources
- Residual value insurance that enables accounting compliance for revenue recognition
- Coverages, rates, and structures that are customized to meet a clients' needs based on asset type, transaction size or distribution source

For more information, please contact Ken Schneider at (513) 763-7091 or kwschneider@gaic.com or visit EFS on the web at www.GreatAmericanEFS.com.

EQUIPMENT MANAGEMENT SOLUTIONS helps organizations reduce equipment maintenance costs while also ensuring their equipment is properly maintained and serviced. Typically, organizations have multiple maintenance contracts and extended warranties on their equipment. These agreements must be monitored, managed and maintained. The

EMS maintenance program consolidates these agreements into one comprehensive multi-vendor service agreement.

Benefits include:

- Immediate reduction in maintenance costs
- A fixed maintenance budget
- Service providers of choice; original equipment manufacturers or independent service organizations to increase savings even more
- Reimbursement for maintenance performed by an organization's in-house technical staff
- Access to complete service histories, enabling fact-based decisions regarding future equipment needs

For more information, please contact Mike St. Hilaire at 513.763.8344 or msthilaire@gaic.com, or visit EMS on the web at www.GreatAmericanEMS.com.

DEBT PROTECTION SOLUTIONS provides lenders and small business borrowers with protection against the risk of loan default resulting from the death or disability of a business owner. Our BizDPTM offerings utilize new-to-market debt cancellation and credit-related risk transfer solutions and strategies to help eliminate this risk for both parties.

Benefits include:

- Peace of mind protection for small business owners against life- and business-altering events
- Turnkey administration allowing for effective program implementation and ongoing management by the lender
- Balance sheet protection for the lender
- New income opportunity for the lender

For more information, please contact Dave Ferron at (513) 763-8313 or dferron@gaic.com.

Home Office • 301 E Fourth Street • 21st Floor • Cincinnati, OH 45202
Toll-free 866.676.5677 • Claims 425.649.6084 • FAX 513.763.8332
Email EFSquestion@gaic.com

Field Office • 15325 SE 30th Place • Suite 100 • Bellevue, WA 98007
425.562.9377 • FAX 425.649.5916

CONTACTS

Specialty Equipment Services Contacts

Vic Villegas
Divisional Sr. Vice President
vvillegas@gaic.com
513.763.8327
FAX 513.763.8332

Equipment Finance Solutions

Ken Schneider
General Manager
kwschneider@gaic.com
513.763.7091
FAX 513.763.8332

Chris Wright
Claim Manager
cwright@gaic.com
425.649.6084
FAX 888.719.4793

Tom Allen
AVP of Operations
tallen@gaic.com
425.649.5903
FAX 888.810.0906

Equipment Management Solutions

Mike St. Hilaire
General Manager
msthilaire@gaic.com
513.763.8344
FAX 513.369.7458

Chris Niehaus
Claim Manager
cniehaus@gaic.com
513.763.6190
FAX 866.218.3228

Debt Protection Solutions

Dave Ferron
General Manager
dferron@gaic.com
513.763.8313
FAX 513.333.4581

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

SPECIALTY HUMAN SERVICES / www.SpecialtyHumanServices.com

The **Specialty Human Services** Division manages Great American's Insurance Program for Social Service Agencies & Non-Profit Organizations. The Division has been serving the needs of agents active in the Human and Social Services niche since 1980.

The Division's Claim, Loss Prevention, Marketing and Underwriting personnel work hand-in-hand with contracted retail agencies to serve nearly 5000 social service organizations and non-profit agencies in most states.

At the foundation of Specialty Human Service's Program is a desire to provide its producer partners with the Products, Services, Tools, and Compensation to successfully prosper in the world of the non-profit.

Agents have come to rely on Great American's Insurance Program for Social Service Agencies & Non-Profit Organizations for: Exemplary Customer Service, Expanded Program Eligibility, Innovative Product Portfolio and Comprehensive Beyond-The-Policy insured and agency services, e.g., Dedicated Claims, Loss Prevention, Training, Marketing and Sales Management.

301 E Fourth Street • 23rd Floor
Cincinnati, OH 45202-4201
800.722.3260 • FAX 513.287.8201

CONTACTS

Specialty Human Services Contacts

Mike Liguzinski
Divisional President
800.542.4245
FAX 312.385.1166
mliguzinski@gaic.com

Doug Svenkerud
Divisional Vice President, Claims
888.317.4828 or 513.287.8170
dsvengerud@gaic.com

Chicago Branch Office
300 South Wacker Drive,
Suite 1200
Chicago, IL 60606
312.385.0400 or 800.542.4245
FAX 800.665.7801
States: All except FL, HI and TX

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

STRATEGIC COMP / www.StrategicComp.com

At **Strategic Comp** we believe that workers' compensation is a controllable cost. Since 1992 we have successfully worked with hundreds of clients to dramatically reduce both losses and workers' compensation expenses.

Our Strategy

Strategic Comp provides the resources and expertise needed to keep claims low, and uses a unique financial pricing structure that can yield immediate results and savings.

A dedicated team will implement a tailor-made program, combining effective loss control strategies and intensive claims management.

- Subsidiary of Great American Insurance (A.M. Best A:XIV)
- Loss control strategies that work
- A positive impact to the bottom line
- Exceptional field-based claims adjusting with low case loads
- A financial structure that rewards good experience

At Strategic Comp we seek to provide a long-term solution to your workers' compensation needs.

For more information please visit us at www.strategiccomp.com

PO Box 1445 • Alpharetta, GA 30009
800.467.7725 • FAX 770.225.3532

CONTACTS

Strategic Comp Contacts

Jason Cohen

Regional Vice President
513.287.8120
FAX 770.325.1467
jcohen@gaic.com
Illinois, Indiana, Kentucky, West
Virginia

Sharon A. Gilliam, CIC

Business Developer
865.984.5000
FAX 770.325.1453
sgilliam@strategiccomp.com
Georgia, Tennessee

Yuri W. Namkoong

Account Executive
770.325.1512
FAX 770.325.1469
ynamkoong@strategiccomp.com
North Carolina, Virginia

Karen F. Wise, CIC

Business Developer
706.568.6195
FAX 770.325.1444
kwise@strategiccomp.com
Alabama, Georgia, North Carolina,
South Carolina

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

SUPPLEMENTAL UNEMPLOYMENT / www.IncomeAssure.com

Great American's Supplemental Unemployment unit offers an exclusive supplemental unemployment insurance program that helps individuals achieve financial stability in the event of involuntary job loss.

It can be difficult to meet basic living expenses and financial obligations, like tuition or mortgage payments, on state unemployment benefits alone. Though state unemployment systems are designed to replace 50% of a worker's lost income, state benefits are capped at a fixed dollar amount that varies by state. As a result of low caps in many states, state unemployment benefits do not actually replace 50% of income for workers earning approximately \$50,000 per year or more.

This program closes the gap between state unemployment benefits and 50% of individual income so that an unemployed individual is still able to meet short-term financial obligations—without exhausting personal and retirement savings.

Visit IncomeAssure.com for more information or to apply.

301 E 4th Street, Suite 2400 • Cincinnati, OH 45202-4201
888.428.3133

CONTACTS

Supplemental Unemployment

Contact

Dave Ferron

Product Management Director

513.763.8313

FAX 513.333.4578

dferron@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

TRADE CREDIT & POLITICAL RISK / www.fcia.com

FCIA Management Company, Inc. underwrites and services the credit and political risks business of Great American Insurance Company and Foreign Credit Insurance Association. Policies issued by both are written in the name of Great American Insurance Company. Credit insurance minimizes nonpayment risk caused by financial, economic or political uncertainties. Credit insurance is also a useful tool for managing financial performance, increasing sales and optimizing balance sheet efficiency, as well as facilitating financing of receivables.

FCIA provides credit insurance that protects both export and domestic sales. We specialize in offering flexible coverage options against nonpayment risks whether resulting from commercial or political events. Our coverage is available to U.S. businesses on their customers worldwide. FCIA makes its products available exclusively through brokers and independent agents, many of whom are specialists in credit insurance and related financial products.

125 Park Avenue, 14th Floor • New York, NY 10017
212.885.1500 • FAX 212.885.1535

CONTACTS

Trade Credit & Political Risk Contacts

Lindley M. Franklin
President & CEO
212.885.1504
lfranklin@fcia.com

Underwriting Contact

Kenneth J. Cavanagh
Senior Vice President
212.885.1507
kcavanagh@fcia.com

Claims Contact

Carol McEvoy
Senior Vice President
212.885.1508
cmcevoy@fcia.com

Country Analysis Contact

Byron Shoulton
Vice President
212.885.1512
bshoulton@fcia.com

Information Technology Contact

Philip Lally
Executive Vice President
212.885.1505
plally@fcia.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

TRUCKING / www.GreatAmericanTrucker.com

Great American Insurance Company's **Trucking Program** is a nationwide program that specializes in insuring the unique exposure of the For Hire Trucker. We are a progressive department that focuses on the owner operator and small fleet segments.

301 E Fourth Street, 22nd Floor • Cincinnati, OH 45202-4201
800.643.7882 • FAX 513.369.7778 - Agency • FAX 513.369.7779 - Dealer
truckers@gaic.com

CONTACTS

Trucking Contacts

Scott Hendricks

Divisional President
513.333.6992
shendricks@gaic.com

Mark Calkin

Divisional Senior Vice President,
Underwriting and Product
Development
513.744.2044
mcalkin@gaic.com

Mary Ford

Divisional Senior Vice President,
Occupational Accident
513.412.9451
mford@gaic.com

William Riemen

Divisional Vice President
513.333.6508
wriemen@gaic.com

Randal Smith

Assistant Senior Vice President
904.548.9922
rsmith@gaic.com

Tim Clinton

Divisional Vice President,
Marketing
513.333.6591
tclinton@gaic.com

Tina Young

Divisional Assistant Vice
President, Operations
513.333.6530
tyoung@gaic.com

Ingrid Ross

Divisional Manager of Training
and Communications
513.333.6994
iross@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

AMERICAN EMPIRE GROUP / www.aeslic.com

American Empire Surplus Lines Insurance Company (AESLIC) has consistently been one of the most profitable and innovative excess and surplus lines writers in the country. AESLIC provides an excess and surplus facility for brokerage firms that do business on a wholesale basis.

American Empire Insurance Company (AEIC) Offers Primary Casualty and Property program coverages.

301 E Fourth Street, 25th Floor • PO Box 5370
Cincinnati, OH 45202
513.369.3000 • FAX 513.412.7800

American Empire Underwriters, Inc. acts as a producing managing general agency for the American Empire Surplus Lines Insurance Company. It writes umbrella, excess umbrella, general liability and following form excess business through both wholesalers and retailers.

3200 Wilcrest, Suite 300 • Houston, TX 77042
713.771.9800 Ext. 2022 • 800.333.5785 • FAX 713.776.8251

CONTACTS

American Empire Group Contacts

Frederick J. Woebse, CPCU
President & Chief Operating Officer
513.369.3794
FAX 513.412.7800
fwoebse@gaic.com

Larry Potrafke

Senior Vice President, Claims
513.369.3717
FAX 513.369.3062
lpotrafke@gaic.com

T. Matthew Held

Vice President and Treasurer
513.369.3040
mheld@gaic.com

Leo Haas

Vice President, Systems
513.369.3047
lhaas@gaic.com

American Empire Underwriters, Inc. Contacts

Tracy Cox
President
713-771-9800
txcox@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

MID-CONTINENT GROUP / www.mcg-ins.com

Mid-Continent Group specializes in general liability, commercial auto, umbrella and inland marine coverages. It is the selected carrier for homebuilders in three states (OK, TX, and FL). Mid-Continent has a contract surety program and is launching a new capability to provide General Liability coverage on a non-admitted basis. Group members include Mid-Continent Casualty Company, Mid-Continent Assurance and Oklahoma Surety Company.

1437 South Boulder, Suite 200 • Tulsa, OK 74119-3693

P.O. Box 1409 • Tulsa, OK 74101-1409

918.587.7221 or 800.722.4994 • FAX 918.588.1295

CONTACTS

Mid-Continent Group Contacts

Business Unit Head

Mike Coon

President

Fax: 918-560-2730

mcoon@mcg-inc.com

Underwriting

Jim Davis

Vice President

Fax: 918-586-0888

jsdavis@mcg-ins.com

Claims

Kirby Pancoast

Senior Vice President

FAX 918.560.2770

kpancoast@mcg-ins.com

Financial

Gregg Jones

Senior Vice President

FAX 918.560.2750

gjones@mcg-ins.com

Surety

Todd Bazata

Vice President

FAX 918.586.0861

tbazata@mcg-ins.com

Human Resources

Rick Simpson

Vice President

FAX 918.560.2760

rsimpson@mcg-ins.com

Information Technology

Robert Batson

Vice President

Fax: 918-586-0877

rbatson@mcg-ins.com

Marketing

John Gant

Vice President

Fax: 918-560-2723

jgant@mcg-ins.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

NATIONAL INTERSTATE / www.NationalInterstate.com

National Interstate Insurance Company specializes in providing insurance and insurance related services for the following:

- Recreation Vehicles
- Motorcoaches
- School Buses
- Moving and Storage Trucking
- Public Transit Systems
- Limousines
- Local to Intermediate Range Trucking Companies
- General Commercial Insurance (HI only)

We deliver these products in a cost-effective manner and at a level of excellence that fosters the continued loyalty of our customers. To accomplish these objectives, we employ a team of professionals who command the technical aspects of our business and share a common passion to consistently deliver superior customer service.

The National Interstate public transportation insurance program is available to qualifying brokers in all states and the District of Columbia. Truck, general commercial insurance in Hawaii and recreation vehicle insurance is marketed through a limited number of specialty agents.

3250 Interstate Drive • Richfield, OH 44286-9000
330.659.8900 or 800.929.1500 • FAX 330.659.8901

CONTACTS

National Interstate Contacts

Alan Spachman

Chairman of the Board
alan.spachman@nationalinterstate.com

David Michelson

President & Chief Executive Officer
dave.michelson@nationalinterstate.com

Terry Phillips

Senior Vice President
terry.phillips@nationalinterstate.com

Julie McGraw

Vice President & Chief Financial Officer
julie.mcgraw@nationalinterstate.com

Gary Monda

Vice President & Chief Investment Officer
gary.monda@nationalinterstate.com

Dale Willis

Assistant Vice President, Personal Lines
dale.willis@nationalinterstate.com

Terri Johnson

Vice President, Implementation
terri.johnson@nationalinterstate.com

Anthony Mercurio

Vice President, CEO Vanliner
tony.mercurio@vanliner.com

James Parks

Vice President, Transportation
jim.parks@nationalinterstate.com

Bob Bernatchez

Vice President, Transportation
bob.bernatchez@nationalinterstate.com

George Skuggen

Assistant Vice President, Truck Transportation
george.skuggen@nationalinterstate.com

John Woods

General Manager, Hawaii Operations
john.woods@nationalinterstate.com

*Hawaii Office***American Saving Bank Tower**

1001 Bishop Street, Suite 600
Honolulu, HI 96813-3429
808.536.3366 or 800.316.9167
FAX 808.536.3332

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

REPUBLIC INDEMNITY / www.RepublicIndemnity.com

Workers' compensation laws are often complex, and can vary widely from state to state. If the business operates in several states, it can get even more confusing. That's why it's so important to choose a carrier that specializes in this critical coverage that benefits both employees and employers.

Republic Indemnity is an affiliate of Great American Insurance that has been helping small and mid-size businesses in the western U.S. manage their Workers' Compensation costs since 1945. Our underwriting, claims and loss control staff works closely with employers and producers in crafting cost-minimizing solutions.

Workers' compensation is our only business, and our expertise can help both you and your clients develop profitable solutions. To learn more, visit the Republic Indemnity website.

15821 Ventura Boulevard, Suite 370 • Encino, CA 91436-2936
818.990.9860 • FAX 818.986.6559

San Francisco Division

100 Pine Street, Suite 1400 • San Francisco, CA 94111-5167
415.981.3200 • FAX 415.981.1087

Southern California Division

15821 Ventura Boulevard, Suite 370 • Encino, CA 91436-2936
818.990.9860 • FAX 818.986.6559

San Diego Office

4995 Murphy Canyon Road, Suite 401 • San Diego, CA 92123
858.292.7002 • FAX 858.292.4816

Western Division

100 Pine Street Suite 1400 • San Francisco, CA 94111-5167
415.954.1075 • FAX 415.954.3419

CONTACTS

Republic Indemnity Contacts

Home Office

Dwayne T. Marioni

President and
Chief Executive Officer
dwaynem@ri-net.com

David Harkins

Senior Vice President,
Underwriting
daveh@ri-net.com

David Mitchell

Senior Vice President, Claims
davem@ri-net.com

Marion Chappel

Senior Vice President, Chief
Financial Officer & Treasurer
mchappel@ri-net.com

Rao Tadepalli

Senior Vice President,
Chief Information Officer
raot@ri-net.com

Jacques Corriveau CSP, ARM

Vice President,
Loss Prevention
415.954.1009
jacquesc@ri-net.com

California Operations

Allen Goodwin

Senior Vice President,
algoodwin@ri-net.com

San Francisco Division

Janet Miller

Vice President, Claims
janetm@ri-net.com

Marcie Wolford

Vice President, Underwriting
marciew@ri-net.com

Darryl K. Yim

Vice President, Executive
darryly@ri-net.com

Wayne Dodge CPCU

Assistant Vice President
Loss Prevention
415.954.1015
wayned@ri-net.com

Southern California Division

Regina O'Connell

Vice President,
Divisional Manager
818.362.1289
reginao@ri-net.com

Rhonda Cooper

Vice President, Claims
rhondac@ri-net.com

Janet Norton

Assistant Vice President,
Underwriting
rhondac@ri-net.com

Dennis McTeer

Assistant Vice President
Loss Prevention
818.382.1042
dennismc@ri-net.com

San Diego Division

Cheryl Richardson

Vice President, Claims
cherylr@ri-net.com

Rita Steichen

Underwriting
ritast@ri-net.com

Western Division

Michael Menacho

Vice President
michaelm@ri-net.com

Phoenix Office

4722 N. 24th Street, Suite 480
Phoenix, AZ 85016
602.912.9501
FAX 602.912.9685

Jan Smith

Underwriting Technician
jans@ri-net.com
States: AZ, CO, KS and NM

Portland Office

10300 S.W. Greenburg Road,
Suite 480
Portland, OR 97223
503.293.5735
FAX 503.293.5737

Michael Menacho

Vice President
michaelm@ri-net.com
States: AK, MT, ID, OR and UT

Denver Office

6300 S. Syracuse Way, Suite 295
Centennial, CO 80111
303.804.5113
FAX 303.850.0821

David Hinsey

Underwriting Supervisor
303.524.1042
davidhi@ri-net.com

Las Vegas Office

2551 N. Green Valley Pkwy.
Suite 303-C
Henderson, NV 89014
702.798.0834
FAX 702.798.0839

Sharon Odell

Underwriting
sharonwl@ri-net.com

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

CLAIMS DATA WAREHOUSE / <https://agentreports.afglink.com>

The **Claims Data Warehouse** is an exclusive service for the customers of the Specialty Division of the Great American Insurance Group. This secure site is an excellent tool for obtaining up to date loss information and performing risk analysis. Customers can view detailed claim information such as claim number, reserves and payment amounts. This information can be summarized to provide trending reports and graphs. The data is updated frequently to provide you with the most recent claim information.

To learn more about the Great American Insurance Group's Claims Data Warehouse or one of our other claims services please contact your Great American Insurance Agent, or your local Great American Insurance representative. You may also call 1.800.605.6713.

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

DRUG-FREE WORKPLACE PROGRAM

Drug-Free Workplace Program

Specialty Insurance Operations is proud to offer our Department of Transportation (DOT)-based and basic Drug-Free Workplace Programs (DFWP) to our insurance customers. Great American has developed a comprehensive DFWP that complies with all DOT drug and alcohol testing regulations. In conjunction with the DFWP, if applicable in your state, you may be eligible to receive a 5% discount on your commercial auto or workers' compensation premium. These savings could offset costs incurred for drug screening your employees.

You can find out more about this program, or request a free copy of the publication, *A GUIDE TO CREATING A DRUG-FREE WORKPLACE* by contacting the Great American Drug-Free Workplace Coordinator at 1.800.523.3397.

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

GREAT PAY PROGRAM / <http://partners.gaic.com/greatpay/>

The **GREAT PAY Program** provides Producers with an electronic payment option at no cost. Once signed up for the program, Producers would execute monthly payments and authorize Great American to initiate electronic transfers from their accounts. The advantages of GREAT PAY are convenience, security, savings, accuracy and its warehousing feature.

GREAT PAY is currently available for Producers writing **Specialty Insurance** except for the following lines: Crop, Excess and Surplus, Executive Liability, and Trade Credit.

800.847.4357 • saccounts@gaic.com

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

LOSS PREVENTION

Thank you for your interest in **Specialty Loss Prevention**. We provide a wide range of services to Great American insured customers and to organizations yet to be insured by our Great American team. Our consultants are strategically located throughout the United States to meet your business needs. The average experience of our consultants is over 18 years. More than 90% of our consultants hold advanced degrees and certifications.

Our Loss Prevention Consultants work closely with customers, providing specialized loss prevention services to reduce loss potential, loss costs and control unsafe acts and conditions.

LP Data Guides

We have over 250 Data Guides for your use. These guides will help you identify and control actual and potential hazards within your operations. The Guides are generally 1-2 pages each. They can be printed, posted, used for department meetings and safety meeting discussions.

Ergonomic Workbooks

An effective Ergonomic Program is essential for reducing workplace injuries. This guide can assist you on creating an Ergonomics Program and providing a healthier workplace for your staff. Along with the guide are sample worksheets and programs.

- Ergonomics Program Guide
- Glossary of Terms
- Survey Early Intervention
- Sample Back Safety
- Sample Exercise Program
- Workstation Measurements
- Sample Workstation Layout
- Task Analysis Worksheet
- Walkthrough Worksheet

Return-To-Work Program Guide

There are several ways that your company can gain control over its work-related accidents/injuries and associated workers compensation costs. Great American can help you begin the process. This guide is designed to help your company join the others who are lowering their employee work-related accident/injury costs through implementation of a Return-to-Work Program. Along with the guide, there are sample worksheets.

Sample Worksheets:

- Absentee Call-In Data
- Physician Notification
- Physician Evaluation
- Job Physical Assessment
- Physician Job Approval
- Job Approval Reply
- Modified Duty Availability
- Tracking Sheets

Training and Education

We offer safety education and training for employees, supervisors and management. We offer a number of different specialized training and education classes. A sampling of some of these sessions are listed below:

- Certified Defensive Driver Training
- Playground Safety
- What to Do Before and After a Loss
- A Guide to Self Inspections
- Office Ergonomics
- Accident Investigation and Reporting
- Powered Industrial Trucks
- Back Safety and Lifting
- Pesticides Safety
- Practicing Fire Safety
- Crane Safety for the Superintendent
- Construction Safety
- Scaffold Safety

Regulatory

When you choose Specialty Loss Prevention to provide your loss control service, we work with you to ensure that your operations are effective, safe and compliant.

Most states within the United States have strict Loss Control requirements for insurance companies and policyholders. Most of these requirements focus on workers' compensation loss control service. However, more states are expanding these requirements to address amusement rides, professional liability, directors and officers, errors and omissions, general liability, auto exposure identification and control and more. Contact us to determine how we can assist you in ensuring your operations are effective, safe and compliant.

Contact Us

For more information on our Loss Prevention Services, contact us at 800.221.7274.

CONTACTS

Loss Prevention Contacts

Jim Matthews

Divisional Senior Vice President
513.412.4094
FAX 513.412.4175
jmatthews@gaic.com
Nancy Combs, Administrative
Assistant
513.412.4631

Quality Control & State Regulatory Compliance Louise Cook

Divisional Assistant Vice President
513.763.7147
FAX 513.412.4175
Cell 513.226.7123
lcook@gaic.com

Central Region Mike Garvic, CSP

Divisional Assistant Vice President
281.391.6933
FAX 513.419.2064
Cell 281.731.6391
mgarvic@gaic.com

Eastern Region
Glenn Smith, CSP, CFPS
Director, Eastern Division
205.821.1183
FAX 513.419.2090

Western Region
Douglas Carrell, CSP
Director, Western Region
260.940.7575
FAX 513.419.2055

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

SPECIALTY CLAIMS OFFICES

CONTACTS

AgriBusiness® Division

301 E 4th Street , 26th Floor
Cincinnati, OH 45202-4201
513.763.8550 or 800.567.7359
FAX 513.763.8549

Steve Heffelmire

Divisional Vice President
513.763.8505
sheffelmire@gaic.com

Alternative Markets Division

301 E 4th Street, 24th Floor
Cincinnati, OH 45202-4201
877.589.6846
FAX 888.223.1317

Thomas Jabs

Divisional Senior Vice President
513.287.8132
tjabs@gaic.com

Bond Division

301 E 4th Street, 24th Floor
Cincinnati, OH 45202-4201
513.369.5000
FAX 513.369.5027

David Kitchin

Divisional Senior Vice President
513.412.4602
dkitchin@gaic.com

Crop Insurance Division

301 E 4th Street, 26th Floor
Cincinnati, OH 45202-4201
513.763.8400 or
800.587.1553 Ext. 8417
FAX 513.763.8457

Bob Twomey

Divisional Assistant Vice President
513.763.8416
btwomey@gaic.com

Equine Mortality Division

4414 S.W. College Road, Ste 1422
Ocala, FL 34474
800.331.0211
FAX 513-345-1362
Claims: 800-331-0211

Kathy Coyne

Claims Manager
352.369.4147
kjcoyne@gaic.com

Excess Liability

50 Parsippany Road
Parsippany, NJ 07054
FAX 973.952.9857

Jim Siessel

Divisional Vice President
973.958.9888
jsiessel@gaic.com

Ellen Biondo

Divisional Vice President
973.958.9780
ebiondo@gaic.com

Executive Liability Division

1515 Woodfield Road, Suite 500
Schaumburg, IL 60173-5499
847.330.6750
FAX 513.864.3750

Kevin Gadbois

Divisional Executive Vice
President, Claims
847.330.6763
kgadbois@gaic.com

FCIA Management Company, Inc.

125 Park Avenue, 14th Floor
New York, NY 10017
212.885.1500
FAX 212.885.1535

Carol McEvoy

Senior Vice President
212.885.1508
cmcevoy@fcia.com

Financial Institution Services

301 E 4th Street
Cincinnati, OH 45202-4201
877.429.3826
FAX 800.838.4013
fisclaims@gaic.com

Pat Sinnard

Assistant Vice President
877.429.3826
psinnard@gaic.com

Great American Custom

725 South Figueroa Street,
Suite 3400
Los Angeles, CA 90017-2592
213.430.4300 or 800.687.4453
FAX 213.683.8004

Lori Reilly

Vice President
Claims
213.430.4396
lori.reilly@gamcustom.com

Lawyers Professional Group

2435 N. Central Expressway
Richardson, TX 75080-3600
800.531.2297
FAX 972.437.7144

Frank Skelly

Divisional Senior Vice President
212.510.0102
fskelly@gaic.com

Ocean Marine Division/West

1350 Treat Blvd.
Walnut Creek, CA 94596-2133
925.935.8557
FAX 925.935.8636

Tom Nager

Divisional Vice President
925.988.2225
tnager@gaic.com

Property/Inland Marine Division

301 E 4th Street, 21st Floor
Cincinnati, OH 45202-4201
800.584.0835
FAX 800.811.4751

Paul Garay

Divisional Senior Vice President
800.584.0835
pgaray@gaic.com
pimclaims@gaic.com

Specialty Human Services Division

301 E 4th Street, 23rd Floor
Cincinnati, OH 45202-4201
513.333.6962 or 888.317.4828
FAX 888.307.3180

Doug Svenkerud

Divisional Vice President
513.287.8170
dsvenkerud@gaic.com

Supplemental Unemployment

Dave Ferron

Product Management Director
513.763.8313
FAX 513.333.4578
dferron@gaic.com

Trucking Program Division

301 E 4th Street, 22nd Floor
Cincinnati, OH 45202-4201
800.643.7882
FAX 513.333.6998

Ray Zottneck

Divisional Senior Vice President
800.297.1971
rzottneck@gaic.com

William Riemen

Divisional Vice President
800.297.1971
wriemen@gaic.com

Continued, next page

Directory of Companies,

Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

SPECIALTY CLAIMS OFFICES continued

CONTACTS continued

AFFILIATES

American Empire Group
301 E 4th Street, 25th Floor
Cincinnati, OH 45202-4201
513.369.3000
FAX 513.369.3062

Larry Potrafke
Senior Vice President, Claims
513.369.3717
lpotrafke@gaic.com

Mid-Continent Group
1437 South Boulder, Suite 200
Tulsa, OK 74119-3693
918.587.7221 or 800.722.4994
FAX 918.588.1294

Kirby Pancoast
Senior Vice President
918.588.1270
kpancoast@mcg-ins.com

National Interstate
3250 Interstate Drive
Richfield, OH 44286-9000
330.659.8900 or 800.929.1500
FAX 330.659.8901

Terry Phillips
Senior Vice President
330.659.8900
terry.phillips@nationalinterstate.com

Republic Indemnity
15821 Ventura Blvd.
Encino, CA 91436-2936
818.990.9860 or 800.821.4520
FAX 818.986.6559

Dave Mitchell
Senior Vice President
818.382.1100
davem@ri-net.com

Directory of Companies, Products and Services

www.GreatAmericanInsuranceGroup.com

as of February 7, 2012

LEGAL NOTICES

The products and services described in this site are underwritten by one or more of the following members of the Great American Insurance Group ("Great American"):

Great American Insurance Company
Great American Alliance Insurance Company
Great American Assurance Company
Great American Contemporary Insurance Company
Great American E & S Insurance Company
Great American Fidelity Insurance Company
Great American Insurance Company of New York
Great American Lloyd's Insurance Company
Great American Protection Insurance Company
Great American Security Insurance Company
Great American Spirit Insurance Company
Great American Casualty Insurance Company

American Empire Insurance Company
American Empire Surplus Lines Insurance Company

Mid-Continent Casualty Company
Mid-Continent Assurance Company
Oklahoma Surety Company

National Interstate Insurance Company
National Interstate Insurance Company of Hawaii
Triumpher Casualty Company

Republic Indemnity Company of America
Republic Indemnity Company of California

American Retirement Life Insurance Company
Annuity Investors Life Insurance Company
Central Reserve Life Insurance Company
Continental General Insurance Company
Great American Life Assurance Company

Great American Life Insurance Company of New York
Loyal American Life Insurance Company
Manhattan National Life Insurance Company
Old West Annuity & Life Insurance Company

Provident American Life & Health Insurance Company
United Benefit Insurance Company
United Teacher Associates Insurance Company

Copyright / Trademark

© Copyright 2000-2012 Great American Insurance Company. All rights reserved. No part of the materials made available may be stored, recorded, reproduced, photocopied or transmitted, in any form or by any means without prior written approval. The service marks used within this site are the property of Great American, including but not limited to the Great American eagle logo and the word marks "Great American", "Great American Insurance Companies" and "Great American Insurance Group" as well as the names of various products and services described within and offered by one of the members of the Great American Insurance Group.

Products Availability

The information and descriptions of products and services contained in this site are intended as general information and do not contain all of the terms, conditions and exclusions applicable to the products and services offered by Great American. The precise coverage afforded is subject to the terms and conditions of the policies as issued and may vary from the general descriptions in this site. Availability of the products and services described varies by state.

© 2000-2012 by Great American Insurance Company.

AgriBusiness®
Alternative Markets
Bonds
Crop
Environmental
Equine Mortality
Excess Liability
Executive Liability
Fidelity & Crime
Financial Institution Services
Great American Custom
Great American International
Ocean Marine
Property & Inland Marine
Specialty E&S
Specialty Equipment Services
Specialty Human Services
Strategic Comp
Supplemental Unemployment
Trade Credit & Political Risk
Trucking

Subsidiaries
American Empire Group
Mid-Continent Group
National Interstate
Republic Indemnity



Directory of Products and Services