

## Recent Success

Line of Business	Account Description / Unique features	Region
Property, Auto, Marine Liability, Hull/P&I, Pollution and Contracts Equipment	Passenger vessel account that we started writing pollution for 23 years ago and just renewed our 12th consecutive renewal on the Hull-P&I. We now write the property, auto, contractors' equipment, marine liability and excess liability. This is a great example of Great American's ability to be a one-stop-shop for our agents and insureds. Total account premium - \$370,000	Central
YACHT	We were approached by the holding agent for the insurance needs of an experienced owner and crew after their longtime insurer declined navigation due to a long stay at a remote location. Using our network of resources, we researched the location including its infrastructure, geopolitical stability and safety, regulatory, and catastrophic exposures. After considering the customer's preparation (which included the shipment of spare parts), we provided terms and bound the risk, which was the second largest yacht for this owner at a total account GWP of 100k+. Within a few weeks of arrival, the customer and crew raised a blue marlin weighing just shy of 1,000 pounds.	Luxury Yacht
COFR-RITE	Our insured decided to move their P&I coverage to a P&I Club at this year's renewal in order to secure Club limits for some of their contracts. While we did not previously write the P&I, it did mean that our Pollution Coverage would also move at renewal, since the P&I club entry included Pollution coverage. Recognizing that the insured would still need COFR's for many of their vessels, the underwriter decided to include a COFR-RITE quote with our Hull renewal quote. The agent accepted our quote and moved the COFR-RITE policy for \$37,000 in new business.	New York
CARGO	We quoted a large semi-conductor manufacturer that wasn't successful in the past. Due to the relationship with the broker and some changes in the market, our participation is GWP \$200,000+.	West
EML	The insured purchased a new ship repairing operation on the east coast and due to contractual requirements, its primary policy limits were insufficient. We reviewed the risk and were happy to provide an excess solution for the insured, thus allowing the purchase transaction to close by the deadline. Premium - \$50,000	Canada
MCL/SRLL, MEL, Hull/P&I, Pollution	MCL/SRLL for a painting contractor that also needed MEL due to contracts; Hull/P&I for workboats and barge work platform. \$35,000	Southeast
MCP, Property & Bumpershoot	Marina with docks, property in MD and \$3m bumpershoot; Premium \$31,000	Southeast
MCP/Bumpershoot	Renewed excess liability and asked for primary. Wrote both totaling over \$30,000.	West
Hull/P&I	Day trip Passenger Vessel Operation in Southeast Alaska. Quoted primary P&I/Hull, a small MGL and Docks for a landing. Wrote all along with vessel pollution. \$22,200.	West

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Coverage description is summarized. Refer to the actual policy for a full description of applicable terms, conditions, limits and exclusions. Policies are underwritten by Great American Insurance Company, Great American Assurance Company and Great American Alliance Insurance Company, authorized insurers in all 50 states and the DC. The Great American Insurance Group eagle logo and the word marks Great American® and Great American Insurance Group® are registered service marks of Great American Insurance Company. © 2021 Great American Insurance Company. 301 E. Fourth St., Cincinnati, OH 45202. All rights reserved. 5616-OCM

