



# XL E&S HOTLIST

## February, 2010

### CONTACT

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### DID YOU KNOW?

1. *As a recipient of our "HOT LIST" you are one of a small number of exclusive wholesale brokers we work with in a relatively exclusive franchise. This allows us to work together and hand-craft and tailor specific coverages for specific needs. In a market where price clearly is a dominant theme, the ability to respond quickly to the unique coverage needs of your retail broker and to insureds can be a big difference maker. Our underwriters can help give you the edge on the difficult one-off risk - let them know what you need. And, if higher limits is what you need they can help since we can in-house offer 5M per occurrence/\$10M aggregate on many risks, as well as higher limits with reinsurance support in certain cases.*
2. *Questions on monthly accounting broker statements? If you have questions regarding remittance procedures, etc. please contact: Joan Jones [joan.jones@xlgroup.com](mailto:joan.jones@xlgroup.com) 610-968-9488 in XL's Credit Control Department in Exton, PA.*
3. *On the XL E&S website [www.es.xlinsurance.com](http://www.es.xlinsurance.com) we have the newest edition of INsight which includes an article "Ready for Recall" by Ed Mitchell XL Insurance's Global Product Recall Manager about food safety and products recall insurance which is both interesting and timely.*
4. *Over recent Holidays the various XL E&S branch underwriting staffs and the home office support staff were able to locally get-together for some pictures. They are posted on the XL E&S website and you can click here [http://www.xlinsurance.com/xli/xli/esSlideShow\\_Holidays.jsp](http://www.xlinsurance.com/xli/xli/esSlideShow_Holidays.jsp)*
5. *You can access the XL E&S holiday schedule and weekend binding information, as well as proprietary documents on our website [www.es.xlinsurance.com](http://www.es.xlinsurance.com). Please go to "Broker Secure Access" and log in. If you need a log in, please click on the "New User" link and you will be emailed a log in. For any problems please contact Jessica Nowlin at [jessica.nowlin@xlgroup.com](mailto:jessica.nowlin@xlgroup.com).*

*See list of recently bound risks and other important information next page*

# General Liability

## SOME UNIQUE ACCOUNTS BOUND BY XL E&S

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

*To bind business on weekends and holidays, please check out our [holiday schedule](#) on our website:*

*[www.es.xlinsurance.com](http://www.es.xlinsurance.com). Our office will next be closed Monday, February 15<sup>th</sup> for Presidents' Day.*

*We like to keep our email Contact List current! We appreciate it if you have any changes, please contact [Jessica.Nowlin@xlgroup.com](mailto:Jessica.Nowlin@xlgroup.com)  
Thank you.*

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Rating accurate as of August 7, 2009.

Wheel Manufacturing - \$40,000  
Furniture Manufacturing or Assembling - \$25,000  
Waterproofing - \$30,000  
Condominiums – residential (association risk) - \$320,000  
Warehouses - \$20,000  
Boarding or Rooming Houses - \$25,000  
Rental Stores - machinery or equipment - \$20,000  
Insulation Work - \$25,000  
Schools - \$95,000  
Camper Bodies or Camper Trailers Manufacturing - \$720,000  
Plastic or Rubber Goods Manufacturing - \$25,000  
Construction Operations - contractors - \$100,000  
Rental Stores - \$20,000  
Textile Manufacturing - impregnated or coated - \$65,000  
Machinery or Machinery Parts Mftg - industrial type - \$40,000  
Security and Patrol Agencies - \$20,000  
Metal Works - shop - decorative or artistic - \$45,000  
Real Estate Property Managed - \$20,000  
Roofing – commercial - \$45,000  
Electrical Apparatus - installation, servicing or repair - \$25,000  
Welding or Cutting - \$30,000  
Express Companies - \$95,000  
Sporting Goods or Athletic Equipment Manufacturing - \$25,000  
Pumps or Compressors Manufacturing - \$25,000  
Metal Goods Manufacturing - \$30,000  
Laboratories - research, development or testing - \$20,000  
Window Cleaning-\$30,000  
Apartment Buildings - \$135,000  
Feed Manufacturing - \$20,000  
Machinery or Machinery Parts Manufacturing – metalworking - \$25,000  
Wrecking - buildings or structures - \$25,000  
Metal Works - \$25,000  
Meat, Fish, Poultry or Seafood – distributors - \$90,000  
Telephone, Telegraph or Cable Television Line Construction - \$50,000  
Toys or Games Manufacturing - \$25,000  
Carpentry - \$100,000  
Water Companies - \$20,000  
Restaurants - \$50,000  
Masonry - \$35,000  
Machinery or Equipment Dealers - \$20,000  
Furniture or Fixtures - installation in offices or stores - \$25,000  
Heating or Combined Heating and Air Conditioning Systems or Equipment - \$30,000  
Rope Manufacturing - \$70,000  
Tool Manufacturing - \$20,000