

Greetings Ed Igoe,

May 2007

We have some exciting changes at International Facilities North that we want to share with you.

New Markets

Employers Compensation - Excellent rates for small to midsize accounts covering a large class code base. Special program rates for: Machine Shops; Jewelry Stores; Retail Stores; Pharmacies; Physicians/ Surgeons; Independent Schools; and Restaurants

Berkshire Hathaway Monoline Auto - Specialty Auto solution for high hazard risks that avoids the need for surplus lines. Target classes include: Agricultural Trucking; Airport Shuttles; Auto Repair/ Recycling (select states); Contractors Fleets; Couriers; Day Care Vans; Dump Trucks; Excavators; General Commodity Trucking; Landscaping Services; Limousines; Nursing Homes and Assisted Living Facilities; Ready-Mix; School Buses; Tow Trucks; Used Car Dealers (select states); Utility Contractors; Warehousing and Distribution; And More... Available in 17 states

Microbrewery & Brewpubs Package Program - Available coverages: General Liability, Property, Auto-Hired/Non-Owned, Inland Marine, Crime, Umbrella and Workers' Compensation. Extended coverages include: Liquor Liability (including "off premises assault and battery"); Tailored Brewery Endorsement; Tailored Food Contamination Endorsement; Riders available to handle unique property exposures such as artwork

General News [\(return to top\)](#)

We are moving more and more to a digital system and want your documents in electronic formats. Email is the best way to communicate with us and we love to get applications as PDF files. Send us your submissions to submissions@ifnis.com. For faster processing send renewal applications to renewals@ifnis.com.

If you ever have any questions or problems give us a call - **we are always here to help.**

Highlights We now have online capabilities with 10 carriers which will speed our ability to get you a package or workers compensation quote

- IFNIS only deals with **"A" rated** carriers
- We can handle
 - **New Ventures without surcharges**
 - **Mid-term Moves or Lapse in Coverage**
 - **Large accounts (incl WC with high mod)**
 - **Contractors for Property and GL coverages**
 - **Multi-State Accounts**
 - **International Coverages - Foreign Liability**

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Recent Successes

- Artisan Contractors - WC
- Day Care - WC
- Farms & Ranches - WC
- Grocery Stores - Package
- Hotel/Motel - WC
- Metal Parts Mfg - Umbrella
- Plastic Parts Mfg - GL

Helpful tips

1. Visit our [website](#) if you need to download specific forms or get information about any of our carriers
2. Don't forget the **FEIN** number on your WC apps - this will speed up processing time
3. Loss Runs can be requested through email at lossruns@ifnis.com. Loss runs are requested from carriers every Friday and turnaround is usually 3-5 days
4. Send your renewal applications to renewals@ifnis.com to speed up processing

- o **Professional Liability, E&O and D&O**

Employee Spotlight ([return to top](#))

Meilina Hoeng: Small Account Manager for Worker's Comp

- All accounts up to \$5,000 in premium
- Specializing in online systems with carriers
- Quick turnaround on your accounts

[Email](#) or call (ext 1120) Meilina anytime with your questions!

Account Managers ([return to top](#))

Some of our staff has been realigned although your account managers have not changed:

[Michelle Chang](#) - Work Comp Mgr (x 1122) - Agents **P** to **Z**
assistant - [Lili Sun](#)

[Janet Daniel](#) - Work Comp Mgr (x1116) - Agents **I** to **M**
assistant - [Willy Then](#)

[Linda Delane](#) - P&C Manager (x1125) - All Agents
assistant - position open

[Luda Leiderman](#) - Work Comp Mgr (x1119) - Agents **A** to **H**, **N**, **O**
assistant - [Anela Murcehajic](#)

Note: For the immediate future Janet Daniel will be handling Audrey Tang's accounts

Carrier News ([return to top](#))

Property & Casualty Markets

Berkshire Hathaway, Chubb, CNA, Hartford, HSBC, One Beacon, Zurich

Capabilities

- Difficult Properties such as bars, hotels/motels, auto body shops, rental dwellings, high value homes
- Builders Risk
- Great rates on Auto Repair Shops and Car Washes
- International Risk
- Travel Accident
- Private Company - E&O, D&O, EPLI

Workers Compensation Markets

ACE, AIG, Crum & Forster, Employers Compensation, Oak River, Praetorian, Republic, Delos, USF&G, Zenith, Zurich

Capabilities

- Some carriers are looking to reduce rates in June or July

- New markets for Agriculture and Artisan Contractors
- New online carriers for faster binding and reduced fees
- Aggressive pricing on small accounts

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