

# Inland marine insurance - Western Region

Markel Global Insurance



# Inland marine insurance - Western Region

Markel Global Insurance is dedicated to the specialized needs of sophisticated insureds and producers. Our underwriters bring meaningful expertise and advanced technical analysis to each transaction in the areas of casualty, professional liability, property, marine, and industry-focused practice groups. Markel Global Insurance offers customized solutions, single or multiline, and seeks to establish long-term relationships with clients.

## Overview

At Markel Global Insurance, we have inland marine specialists working with you to provide for your customers' insurance needs. We are focused on maintaining a consistent, financially sound, and reliable market with the ability to quickly adapt to change.

Our marine team has one of the strongest leaderships in the industry. Together we have over 150 years of underwriting and management experience. We have extensive expertise in inland marine insurance and take pride in being innovative and creative with our comprehensive insurance programs on a worldwide basis. Our marine offices are strategically located to service our business partners.

We understand that speed to market is your key to success and service is what you sell. In addition, we can help you determine when it makes sense to handle inland marine outside the package.

With years of experience in this diverse line of insurance, our underwriters will work closely with you to craft coverage for your client's inland marine needs.

## Underwriting approach

- Account underwriting on its own risk characteristics
- Flexibility and creativity to solve an insured's needs
- Marine-knowledgeable underwriters with years of experience in the line
- Broad offerings of inland marine classes of business
- Marine-related property and ocean marine to support the inland marine line

## Capacity utilization

- Working capacity of \$10m per occurrence
- Unlimited TIV
  - Account underwriting, specific accounts + or - the \$10m

## Classes of business

While we offer over 200 classes of inland marine business, the following are some of the main classes of business that we write.

## Construction

- Builders risk
- Contractors equipment
- Installation
- Riggers liability

## Transportation

- Annual transit
- Courier
- Motor truck cargo
- Railroad rolling stock
- Supporting location coverage
- Warehousemen's legal liability

## Communications/technology

- Electronic/data processing equipment
- Medical equipment/medical imaging
- Radio/TV towers and studios
- Scientific instruments
- Telecommunications equipment

## Mobile equipment

- Agricultural
- Logging
- Miscellaneous schedules
- Mining
- Oil and gas (land based)

## Retail

- Equipment dealers
- Fine arts dealers
- Furriers
- Jewelers block

## Other

- Bailees
- Exhibitions
- Fine arts
- Museums
- Sales representative's samples
- Valuable papers

## Marine-related property

In conjunction with our various marine products, our MOP/COP policy expands our capabilities to include a variety of property exposures. With this, we can write business personal property, stock, buildings, business interruption, and other time element risks in addition to your various marine coverages. One policy can accommodate all of your property and marine needs.

## Underwriting information

- Completed applications
- 3 to 5 year loss history
- Financial information

## Contacts

### Michael Miller

Executive Vice President and Chief Underwriting Officer, Marine  
212-898-6610  
michael.miller@markelcorp.com

### Philip Nelson

Vice President  
415-490-4617  
phil.nelson@markelcorp.com

### Bob Schroeder

Senior Underwriter  
415-490-4619  
robert.schroeder@markelcorp.com

### Mark Klebanov

Senior Underwriter  
415-490-4624  
mark.klebanov@markelcorp.com

### Alexis Brittain

Senior Underwriter  
415-490-4625  
alexis.brittain@markelcorp.com

### Georgina Hernandez

Underwriting Technician  
415-490-4621  
ghernandez@markelcorp.com

## Markel Global Insurance office

201 California Street  
Suite 1450  
San Francisco, CA 94111

## Claims information

T: 888-629-8848  
F: 888-629-8858  
claims@markelcorp.com

*This information is provided solely for informational purposes and is for the internal use of producers only. It does not constitute an offer to sell or a solicitation or an offer to purchase any products or services. Not all insurance products are available in all jurisdictions. Coverage is subject to actual policy language.*