



# OLD REPUBLIC CONTRACTORS INSURANCE GROUP

## Contractor Programs – Central Region

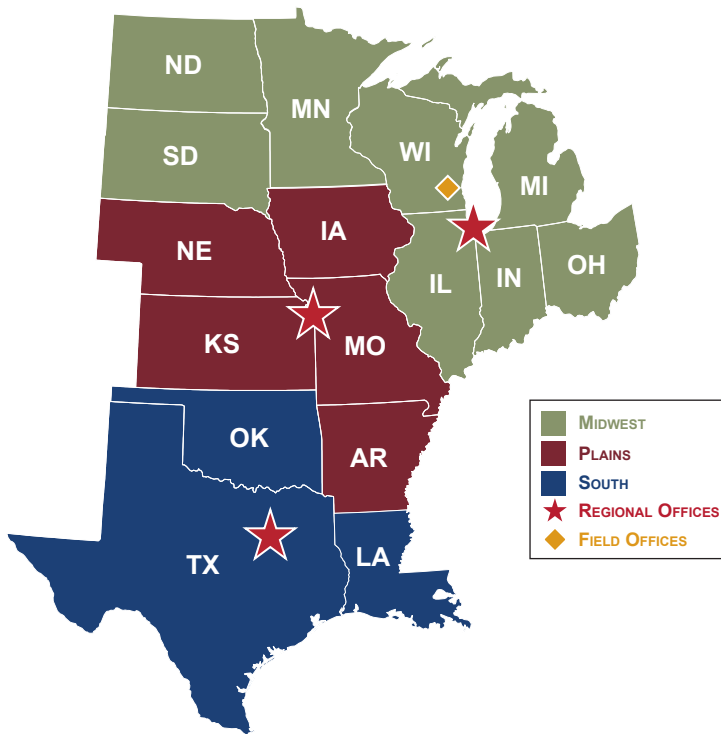
Old Republic is an unparalleled partner for top U.S. contractors. Our success lies in working with contractors who want to increase their bottom line by controlling work-related injuries and third-party damages. Old Republic partners with select brokers and insureds to achieve equitable long-term results.

Old Republic will insure commercial general and specialty contractors that meet our premium thresholds and operate within our targeted classes of business.

Clients benefit from Old Republic's experienced underwriters, safety specialists and claim directors – a high-energy team of construction professionals who take a proactive approach to solving insurance challenges.

We underwrite with a field perspective, working closely with clients as true partners.

### ORCIG CENTRAL REGION UNDERWRITING TERRITORY



### Program & Product Highlights

**A Rated by A.M. Best**

**Loss Sensitive, Large Deductible and Guaranteed Cost Options**

**Project Specific**

**Workers' Compensation and Employer's Liability**

- Flexible Pricing Tools

**General Liability (Composite Rated)**

- Limits up to \$2 Mil / \$4 Mil / \$4 Mil
- Customized Coverages
- Broad Coverage Terms
- No Exclusion for Residential (if < 5%)

**Automobile (Composite Rated)**

- Limits up to \$2 Million CSL

**Railroad and Owner's / Contractor's Protective**

- Support Insured Program

### Non-Eligible Classes

- Asbestos Installation / Remediation and Mold Remediation
- Engineers / Architects Not Engaged in Construction
- Exterminator / Fumigation
- Oil / Gas Wells - Servicing Functions, Lease Work, Rig/Derrick
- Refuse Collections
- Septic Tank Systems
- Stevedoring, Wrecking, Marine, Diving Contractors

### Targeted Classes of Business

Carpentry and Drywall	Heavy / Highway	Street / Roadwork
Concrete	HVAC / Plumbing	Structural Steel
Electrical	Masonry	Tile and Marble
Excavation / Sitework	Mechanical	Utility – including Pipeline
General Contractors (non-residential)	Specialty Contractors	Water / Sewer
	Steel Fabrication	

#### Chicago, IL

**Gary Heyduk**  
Vice President  
312.762.4501  
gheyduk@orcig.com

#### Milwaukee, WI

**Tricia Gettelman**  
Senior Underwriter  
312.762.4549  
tgettelman@orcig.com

#### Kansas City, KS

**Erin Veglahn**  
Assistant Vice President  
913.378.9502  
eveglahn@orcig.com

#### Dallas, TX

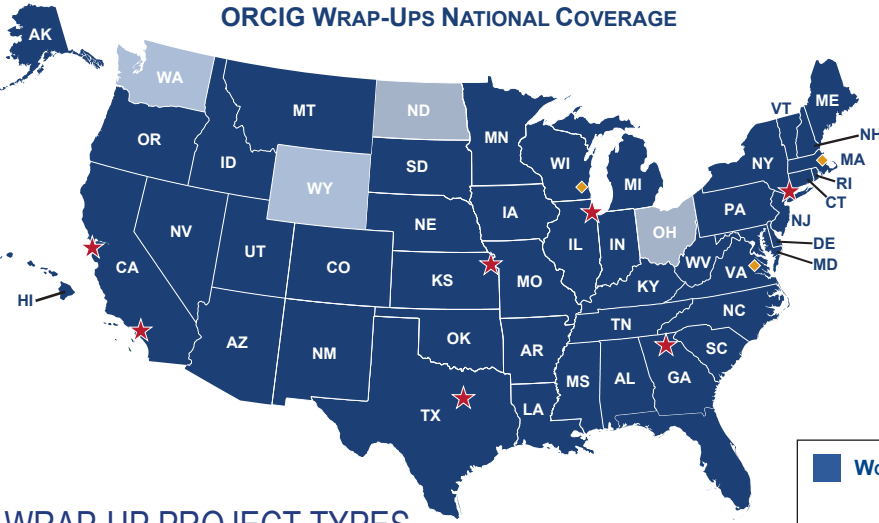
**Judy Westmoreland**  
Assistant Vice President  
214.496.1502  
jwestmoreland@orcig.com

**Ruth Dornier**  
Senior Underwriter  
214.496.1520  
rdornier@orcig.com

# A Winning Approach for Construction Wrap-Ups

Old Republic supports a dedicated Wrap-Up team responsible for your project's success. Our clients have direct access to senior management. Currently, Old Republic underwrites a solid core of today's national wrap-ups, with over \$20 billion in project construction value. Our client list encompasses high-profile corporations, premier building owners and top-tier ENR-ranked contractors.

## ORCIG WRAP-UPS NATIONAL COVERAGE



## Program & Product Highlights

**Workers' Compensation and General Liability  
Owner's and Contractor's Programs**

- Single and Rolling Commercial Projects

**Tailored Limits, Payment and Collateral**

**Options Available**

**Construction Values \$50 Mil to \$6 Bil**

**Loss Sensitive, Large Deductible and**

**Guaranteed Cost Options**

**Limits up to \$2 Mil / \$4 Mil**

**1 to 5 Year Terms**

## WRAP-UP PROJECT TYPES

- **Commercial:** Office, Mixed-Use, Retail, Hospitality, Entertainment / Sports
- **Healthcare:** Hospitals
- **Heavy / Civil:** Tunnels, Bridges, Marine Berths, Energy
- **Industrial / Manufacturing:** Manufacturing Plants, Terminals, Process Facilities, Warehouses, Utilities
- **Institutional:** K-12 Schools, Universities, Cultural / Public Institutions
- **Public:** Rail, Light Rail, Airports, Roads, Energy, Prisons, Water / Sewer

## CLAIMS: PRIMED FOR ACTION

- Immediate Access** Old Republic's biggest advantage is responsiveness, with an in-house national claims team—and executive management—available 24/7 to answer questions on bills, case status, and resolution.
- Construction Expertise** We are staffed with specialists averaging 20 years of experience managing construction claims. We utilize law firms known for their construction litigation and coverage expertise.
- Reporting Options** We offer three ways to report claims: toll-free phone, toll-free fax, or our convenient online service, which offers free, useful tools for reporting losses and reviewing account information in real-time.
- Aggressive Claims Mgmt** We encourage client participation on claims, which helps to limit adverse development, and fosters communication.

## SAFETY & LOSS PREVENTION RESOURCES: LEADING THE WAY IN SAFETY

- Dedicated Professionals** Many of the experts on our experienced safety teams have worked for contractors, so they know your needs well. In all cases, a dedicated safety team leader will devote themselves to your business, fostering a close long term-relationship.
- Program Development** We'll evaluate your current safety program and offer immediate, specific advice, followed-up with a periodic loss analysis. Old Republic's extensive database of current, proven safety techniques ensures your access to best-in-class, practiced information.
- Site Visits and Training** Our comprehensive site safety visits include reviewing contractor operations to identify hazards and evaluating whether safety programs are implemented successfully in the field. When needed, we provide safety literature and teach contractor-specific OSHA 10-and 30-hour Construction Outreach.

### Western Region

**Sherald Newberry**  
Senior Vice President, National Wrap-Ups  
626.683.5117  
snewberry@orcig.com

### Central Region

**Vincent Petrucci**  
Assistant Vice President, Underwriting  
212.607.2607  
vpetrucci@orcig.com

### Eastern Region

**Chris Phillips**  
Senior Vice President, Underwriting  
212.607.2603  
cphillips@orcig.com

