



OLD REPUBLIC AEROSPACE

*Insuring New Horizons<sup>SM</sup>*

# Aviation Insurance

Premier Products, Services and Solutions

- Atlanta Branch





# Old Republic Aerospace - Building on Experience.

Old Republic Aerospace, Inc. (ORAE) is a leading insurance provider serving the aviation marketplace. With over 35 years of aviation insurance experience, we have grown our business by focusing on and understanding the unique challenges of our clients and designing precise risk insurance solutions to meet their needs. We take great pride in partnering with our clients, earning their trust and exceeding their expectations.

**No matter what industry you're in, having the right aviation protection for your aircraft and business is essential.**

Our underwriting approach is not process-driven; rather we take a creative, adaptable approach to accepting and pricing risk. We specialize in managing a broad risk appetite and designing innovative risk solutions. Day in and day out we demonstrate our ability to provide quality insurance, risk control and claims services in accordance with our clienteles' expectations.

ORAE is an organization that values partnerships and long-term relationships. We have a proven, exemplary reputation for being aviation insurance specialists, for having financial strength and stability and for our superior service. We are here to support our business partners for the long run.

## Executive Management



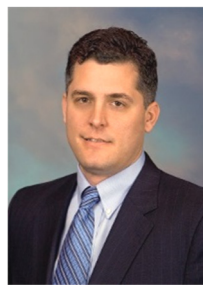
Ralph Sohl  
President and Chief  
Executive Officer



Mike Warren, Esq.  
Executive Vice President  
General Counsel &  
Director of Claims



Craig Benn  
Executive Vice President  
Workers' Compensation  
Underwriting



Gary Churchill  
Executive Vice President  
Chief Operating Officer



Brian Donnelly  
Senior Vice President  
Major Risks Underwriting



Jeff Moitzo  
Senior Vice President  
Corporate, Airport, NCP  
Underwriting



Gordon Murray  
Senior Vice President  
Compliance &  
Administration



Wes Collier  
Senior Vice President  
Pleasure and Business  
Underwriting



JT Helms  
Senior Vice President  
Agricultural Aviation Underwriting

# The Old Republic Difference.

## Aviation Specialists

- Experienced, highly respected management team
- Stable, passionate and consistent underwriting culture
- Well-recognized brand name in the aviation insurance industry

## Financial Strength

- Parent company, Old Republic International Corporation, is one of the nation's 50 largest publicly held insurance organizations
- Significant financial strength and claims-paying ability
- Strong financial management and accounting practices
- Solid reputation throughout the aviation industry
- Insurance contracts are underwritten and issued by Old Republic Insurance Company, rated A+ (Superior) by A.M. Best, A2 Stable by Moody's and A+ Stable by Standard & Poor's

## Superior Service

- Committed, in-house aviation claim expertise
- Regional claims offices strategically located in all major time zones providing local service
- Expert, tailored risk control services
- Innovative technology platforms
- Extensive, nationwide agent / broker network

## Atlanta Branch Underwriting



Gary Fey  
Senior Vice President  
Branch Manager



Andrew Johnson  
Asst. Branch Manager



Stephanie Kleeberg  
Sr. Underwriting UAV  
Specialist



Colin Rogers  
Sr. Underwriter



Beth Pelton  
Sr. Underwriter



Jason Little  
Underwriter



Jacob Heffner  
Underwriter



Andrew Barnett  
Marketing Manager

Few insurance providers can match ORAE's experience and commitment to the aviation marketplace. It's the reason we have remained a reliable insurance partner for over 35 years.

# Underwriting - Flexible Solutions for Today's Aviation Customer.

## Business Aircraft / Corporate Aviation

ORAE understands the common and unique needs of business aircraft operators. We can provide an extensive portfolio of aircraft liability and physical damage coverages for today's aviation aircraft. Coverages that can be combined and tailored to our clients' unique set of risks include:

- Business aircraft /corporate fleets
- Aircraft management companies
- Turbine pleasure and business
- Commercial / charter aircraft operators
- Non-owned aircraft

## Commercial Aviation

Commercial aviation provides critical services to airports, aircraft owners and operators, as well as numerous other aviation-related operations. These businesses face a unique and broad set of risk challenges. We understand these multifaceted exposures and can provide insurance coverage solutions specific to the needs of commercial aviation businesses including:

- Unmanned Aerial System Operations (UAS)
- Fixed-base operators (FBO), fueling operations, privately owned airports
- Maintenance, repair and overhaul (MRO) operations
- Charter services, flight schools and university flight programs
- Aircraft repair and service facilities
- Pay-By-The-Hour Insurance Program

## Workers' Compensation

As a long-term, leading provider of aviation workers' compensation coverage, we have the expertise to address the unique needs of aviation businesses and flight operations. Our dedicated in-house team of experienced workers' compensation underwriters enables us to service a wide range of aviation accounts on either a mono-line or supported basis. Program offerings include:

- Guaranteed cost and loss sensitive plans
- Repatriation expense for foreign travel
- Sliding scale dividend program
- NBAA Workers' Compensation Insurance Program-all NBAA member companies are eligible

## Manufactured Products

An aviation manufactured products liability policy protects the manufacturer against third party legal liability arising from physical damage or bodily injury as a result of an alleged product failure or defect. Liability limits up to \$100 million CSL including property damage, bodily injury and grounding liability. Optional war and terrorism coverage is available. Coverages include:

- Personal injury and advertising injury
- Airport premises liability
- Hangerkeepers' liability with option to include in-flight exposure
- Non-owned aircraft

## Airlines

We are pleased to offer a comprehensive range of products and services for all airline operations - scheduled airlines, national airlines, regional airlines, charter airlines, cargo airlines and supplemental operators.

Coverages include:

- Physical damage coverage
- Spares coverage
- Comprehensive airline liability:
  - Third party legal liability
  - Personal injury
  - Products / completed operations
  - Baggage liability
  - Passenger liability
  - Non-owned liability
  - Cargo and mail liability
  - Medical payments
  - Workers' Compensation

## Airports and Government Entities

Our airport and government entity team has the expertise to underwrite comprehensive and competitively priced aviation insurance products. We provide specialized, industry-specific products and services for:

- Commercial airport owners and operators
- General aviation airport owners and operators
- Government / municipal aircraft (fixed-wing and rotor-wing)

## Agricultural Aviation

We can provide a full array of aircraft physical damage and liability coverages designed for aerial applicators operating piston or turbine powered aircraft, fixed-wing or rotor-wing. We know that every business is different so we take the time to match the right coverage to our clients' particular needs.

## Light Aircraft / Pleasure & Business

In addition to hull, liability and medical expense coverages, we offer one of the most extensive array of coverage solutions for light aircraft including use of non-owned aircraft, hurricane relocation expense reimbursement, search and rescue, runway foaming, extra expense for renting a replacement aircraft and much more. We can underwrite single engine and multi engine aircraft including:

- Tailwheel, high-performance, pressurized / cabin class, sea planes (straight float and amphibious) and SLSA

# Claims Management - Dedicated Expertise.

Our dedicated claims specialists include aviation adjusters, attorneys and pilots who average over 15 years of aviation claims experience and can effectively manage all facets of aviation-related claims ranging from simple property damage to the most complex aviation accident. Additionally, the claim team's partnership with our aviation underwriting professionals and risk control experts assures a proactive approach to risk avoidance and mitigation.

## Our mission:

The mission of the Old Republic Aerospace claims team is to act with the utmost professionalism to protect the interests and integrity of our insureds by promptly and fairly resolving claims. Our goal is to help our insureds get back to doing what they know best - operating their business or aircraft. We strive to provide the most professional comprehensive service in the industry.

## First-rate service whenever you need it:

- Claims reporting and acknowledgment is available 24 / 7 / 365 either online or by telephone
- Clients are contacted within 24 hours of notifying us of a loss and immediately in the event of an emergency. In addition, clients receive regular updates on the status of the claim.
- Our aviation claims professionals are ready to respond 24 hours a day, 365 days a year with the authority to make critical decisions including loss payments to policyholders and appropriate loss payees
- The Old Republic Aerospace claims team promptly reviews each reported claim and undertakes a thorough factual investigation. This permits us to make timely decisions concerning coverage, liability and damages and thereby efficiently resolve claims.
- Our claims team has access to an extensive network of aviation experts and attorneys to address the needs of each claim and aviation resources including appraisers, engineers, technicians and investigators that offer valuable professional support
- Old Republic Aerospace provides a fully trained and equipped emergency response team ready to deploy at a moment's notice to a major accident site

## Salvaged Aircraft

- ORAE provides a vastly superior salvage website where the buying experience is enhanced. New features include multiple photos, videos, maps of the wreckage location and aircraft related documents - [www.aircraftsalvageonline.com](http://www.aircraftsalvageonline.com)

*"I worked with Kris McCabe and was very impressed. Her professionalism and competence went beyond expectation. Never once was there hesitation or lack of knowledge or authority. I have replaced my plane and will NOT insure with anyone else, even at a higher cost. Thanks for being a company of excellence in a world of shoddy business capability."*

**Robert Weaver**  
**Bobnruth Services, LLC**  
**Las Vegas, NV**





# Risk Control - Unique Skills. Specialized Services.

An important part of staying in touch with our aviation clients' needs is finding new ways to reduce risk and prevent loss that may not previously have been considered. The Old Republic Aerospace Risk Control Program is a value-added service that we provide to our insureds at no additional cost, to mitigate the frequency and severity of losses. Through our consultative services, we provide recommendations for process improvement to reduce risk to equipment, property and personnel.

Our dedicated, in-house, highly experienced risk control professionals have extensive backgrounds in airport safety, flight operations, emergency response planning and aircraft maintenance.

We also offer personalized risk management programs to mitigate loss exposures, control costs and improve processes in conjunction with our claims services.

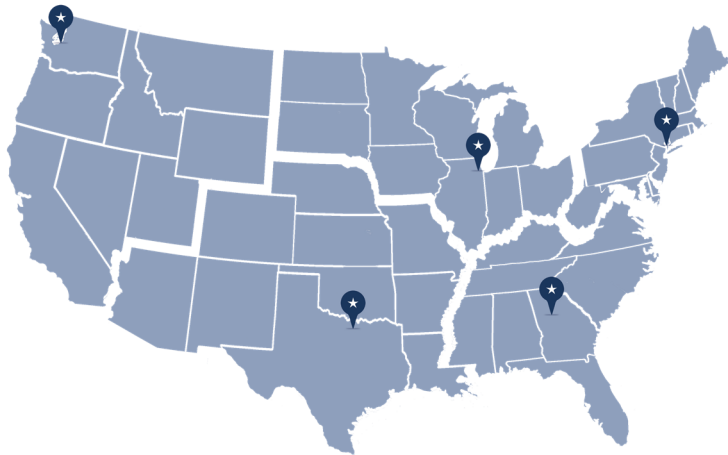
## Customized services to meet your risk control needs:

- On-site safety and risk management surveys
- Assessment of ramp, maintenance and flight activities
- Review and assist in emergency response plan development
- Assessment of training programs and procedures
- Provide safety training related to workers' compensation, property and liability exposures
- Evaluation of accident investigation and "near miss" programs
- Provide hazard analysis training and risk mitigation training
- Provide safety data analysis and performance metrics of workers' compensation losses



# Old Republic Aerospace Office Locations

## Underwriting Office Locations



### (Home Office)

**Southeast Region**  
Kennesaw, GA 30144  
Tel: 770.590.4950  
Fax: 770.590.0599

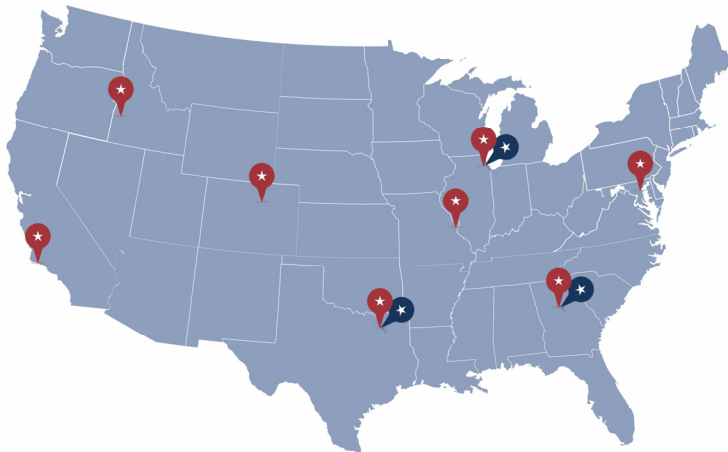
**Midwest Region**  
Lisle, IL 60532  
Tel: 630.369.1076  
Fax: 630.369.1221

**Northeast Region**  
New York, NY 10038  
Tel: 212.607.2624  
Fax: 212.607.2614

**Southwest Region**  
Dallas TX 75248  
Tel: 972.991.7223  
Fax: 972.720.1117

**West Region**  
Renton, WA 98057  
Tel: 425.277.7407  
Fax: 425.277.0112

## Claims Office Locations



**California**  
Newbury Park, CA 91320  
Tel: 805.496.7181  
Fax: 877.223.3830

**Colorado**  
Northglenn, CO 80234  
Tel: 303.989.7902  
Fax: 720.247.4884

**Georgia**  
Kennesaw, GA 30144  
Tel: 770.590.4950  
Fax: 770.919.8646

**Idaho**  
Middleton, ID 83644  
Tel: 208.350.6477  
Fax: 720.247.4884

**Illinois**  
Lisle, IL 60532  
Tel: 630.369.1076  
Fax: 630.369.1221

**Maryland**  
Baltimore, MD 21204  
Tel: 410.321.0314  
Fax: 877.223.3830

**Missouri**  
Chesterfield, MO 63017  
Tel: 636.536.0832  
Fax: 877.223.3830

**Texas**  
Dallas, TX 75248  
Tel: 972.991.7223  
Fax: 972.490.7069

## Underwriting and Claims Offices Co-located

*The benefits stated are illustrative and by no means exhaustive and services can always be customized to meet our insured's needs.*

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