

SOUTHERN INSURANCE UNDERWRITERS, INC

DYK **OUTRIY**

DID YOU KNOW ? QUARTERLY EDITION

WNTR  **2020**

- WORKERS' COMP
 - TRANSPORTATION
 - STANDARD UNDERWRITERS
 - COMMERCIAL P&C
 - PERSONAL PROPERTY
- 04 05 06 08 10





DUESEY NEWS



Happy New Year! I hope you were able to celebrate the start of 2020 in good spirits with family and friends.

As we kick off this New Year and decade, SIU has implemented a long list of enhancements that will improve your agency experience, create additional product opportunities, and provide more online capabilities for your agency. I am excited to highlight just a few that we are working to deploy throughout this year!

New Management System - We have invested in a state of the art management system that will allow our underwriting teams to instantaneously pull rates directly from our all of our top carriers (Admitted and Non-Admitted) undoubtedly, offering our agents the best quote possible in record time! Other improvements include an enhanced online policy portal and interactive subsequent transaction requests!

New Additional Programs & Products – Over the past 55 years, SIU has accumulated the best Surplus Lines carriers in the industry. We continue to expand our list of carriers and product offerings to adapt to the needs of our agents and the trends in the industry. This year, we will be introducing an Allied Health program, along with providing Professional, Inland Marine, and Workers Comp products to round out your accounts.

Coastal Property - SIU continues to increase in-house capacity for coastal property as well. Our underwriting teams can now offer coverage of coastal property for small accounts or larger TIV up to \$30m.

Online Raters - This year, we will continue to improve our online presence with the enhancement of our online Personal Lines rater (HO3, HO4, HO6, DP1, DP3) to include Quote, Bind & Issue capabilities, as well as, an IVANS download option. Other improvements include an updated Commercial P&C rater via SIUrate, and a new online rating system for Accelerate: SIU's new Non-Standard Auto market!

As we move into 2020, we will continue to update you on the progress of these exciting new programs and technology. We are looking forward to growing our partnership with you and your agency this year.

As always, thank you for your partnership and thank you for your business!



CELEBRATING SUCCESS

	COVERAGE	DESCRIPTION	PREMIUM
PERSONAL PROPERTY	H03	\$1M Home with four losses in the past three years	\$5,929
	EXCESS UMBRELLA	\$5M with six residences, fourteen automobiles; \$1M fault accident	\$581
	H05	\$600,000 Home on St. Simon Island with water/wind/hail	\$4,911
COMMERCIAL PROPERTY	BOP	Restaurant & Liquor (3 Locations)	\$11,632
	GL & INLAND MARINE	Land clearing & Excavation	\$2,309
	EXCESS	\$5M Apartments	\$6,500
	GL	Consultant	\$1,000
	CONSTRUCTION MANAGER	Professional	\$1,900
	INLAND MARINE	Demolition Contractor	\$16,169
	EXCESS/UMBRELLA	General Contractor	\$9,406
	BOP	Restaurant & Liquor (3 Locations)	\$11,632
COMMERCIAL TRANSPORTATION	COMMERCIAL AUTO	7 Unit Non-Emergency Transportation	\$67,178
	GARAGE LIABILITY	Mobile Truck Repair	\$1,231
	COMMERCIAL AUTO	\$551,500 – Mono-line Physical Damage	\$38,054

Check back next quarter for more success stories
with our independent agents and SIU!



WORKERS' COMPENSATION

WRITING ALL TYPES OF COMMERCIAL TRANSPORTATION COVERAGES!



SIU has been in the transportation business for over 50 years and writes all types of commercial automobile and garage products. SIU now offers workers' compensation coverage to compliment these other coverages. We have partnered with A-Rated national trucking carriers to offer transportation coverage for a wide variety of operations including local/long haul, parcel delivery, gas & oil dealers and even buses or limousines. We also write workers' comp coverage for owner/operators through our new venture program.

RECENT SUCCESSES:

CLASS CODE

7219

OWNER/
OPERATOR

PREMIUM
\$3.5k

CLASS CODE

7230

MAIL, PARCEL/
PACKAGE

PREMIUM
\$217k

CLASS CODE

7219

FREIGHT
FORWARDER

PREMIUM
\$30k

SIU has Workers' Compensation markets for accounts of all sizes, including owner/operator, large fleet transportation accounts, and everything in between. Contact an SIU Workers' Compensation Underwriter for more info!

PH 678.498.4592 TF 800.365.1727

E WORKCOMP@SIUINS.COM

TRANSPORTATION MARKETS

GET TO KNOW SIU'S PREFERRED LONG HAUL TRUCK MARKET!

OUR MARKET OFFERS TWO PLATFORMS, PREFERRED RISKS & STANDARD RISKS. WE CAN PROVIDE MANY COVERAGES FOR YOUR FLEET OR NON-FLEET ESTABLISHED LONG HAUL TRUCKING RISK.



FEATURED COVERAGES

- Auto Liability
- Physical Damage
- Cargo
- Trailer Interchange
- Hired/Non-Owned Auto
- General Liability
- Coverage Enhancements include:
- Downtime loss
- Expense Coverage
- Diminishing Deductible
- GAP Coverage

TARGET CLASSES INCLUDE:

- 1-250 power units
- Intermediate and Long Haul For-Hire Motor Carriers
- Private Carriers
- Dry Van, Refrigerated and Flatbed
- Intermodal, Agricultural Haulers
- Non-Trucking/physical damage for operators leased to primary carriers
- All Required state and federal filings accommodated
- UIIA Requirements can be met

QUOTING REQUIREMENTS

- Fully Completed Truckers (Motor Carrier) application
- Complete driver's list with dates of hire and years of experience
- Current vehicle list including: Year, Make, Model, VIN, Value
- Four quarters of current fuel tax reports
- Current financials reports on risk with 11 or more power units
- Three year current valued loss runs
- Current motor vehicle reports on all drivers



WORKERS' COMP

WORKERS' COMP + FARM & RANCH

FARM & RANCH

Available in All States

24-Hour Turn Around on Complete Submissions

A+ Rated Carrier

Minimum Premiums \$2500 - \$5,000

Traditional Farms (Excludes Poultry Houses)

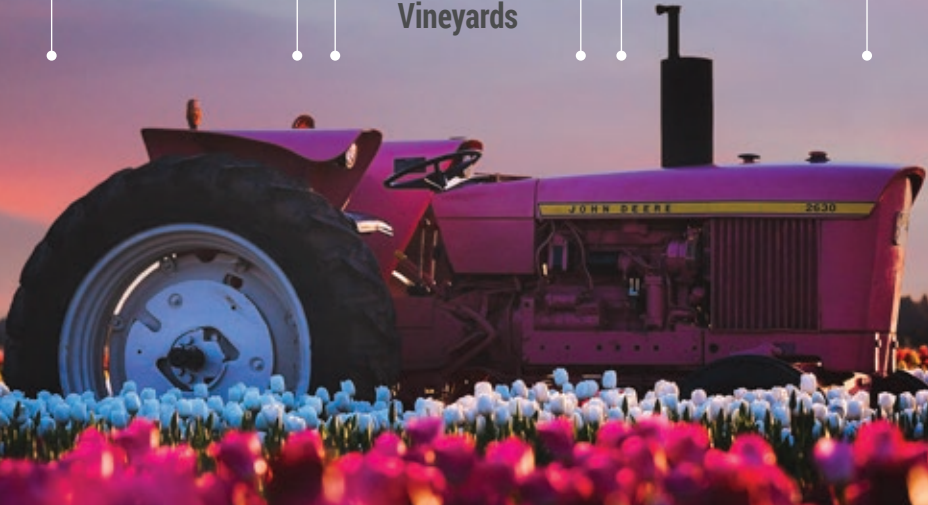
Hobby Farms (No Farm Revenue Required)

Wineries & Vineyards

Traditional Farms (Excludes Poultry Houses)

Equine Farms

Hobby Farms (No Farm Revenue Required)



THE SUN UPDATE



THE ADMITTED FARM & RANCH PROGRAM THROUGH STANDARD UNDERWRITERS NETWORK OFFERS CUSTOMIZABLE COVERAGE TO PROTECT THE SPECIALIZED INSURANCE NEEDS OF THE AMERICAN FARMER.



**HOBBY
FARMS**



**ROW CROPS/
CASH GRAIN**



**VEGETABLE/
FRUIT GROWERS
& PACKERS**



**FRUIT
ORCHARDS &
TREE NUTS**



**CATTLE FARMS
(NO FEEDLOTS)**



**DAIRY
OPTIONS**



**EQUINE
FARMS**



**WINERIES &
VINEYARDS**

COVERAGE HIGHLIGHTS

- Primary Residence, Secondary & Employee Dwellings
- Replacement Cost
- Personal & Farm Liability
- Business Income
- Farm Structures
- Auto

Application & Supplements available for download at www.sunins.com

Send applications to Rob Sherwood: sunquotes@siuins.com

Ask your SUN underwriter about optional coverages and extension endorsements!

**CONTACT YOUR SUN UNDERWRITER
TODAY TO LEARN MORE!**

A photograph showing two construction workers on a site. One worker in a blue hard hat and safety vest is operating a table saw, while another worker in a red safety vest stands nearby. The background shows construction materials and equipment.

COMMERCIAL P&C UPDATE

SUBCONTRACTING IS COMMON IN CONTRACTING RISKS, BUT IT CAN SHOW UP IN OTHER CLASSES AS WELL.

For insurance purposes an employee is anyone working on your direction that does not have their own insurance regardless of any agreements you may have in place. This is not the same definition used by the IRS, and probably not same one used by the insured's Work Comp carrier but, under a General Liability contract, the insurer agrees to pay any sum the insured becomes legally obligated to pay. That means that any work you're responsible for is covered, so anyone working under you is covered and has to be accounted for.

In General Liability, someone becomes a subcontractor by having separate General Liability insurance. That insurance has to apply during the time the work was being done, and has to have limits that are equal to or greater than the insured.

The relationship between contractor and sub will be important in the event of a claim, but also at the time of any premium audit.

While being classified as a subcontractor will reduce the insurance company's exposure, and therefore the insured's premium, it will not eliminate it entirely. The insured will

still be responsible for the work done on their behalf. The premium will reflect this relationship and assume the sub will be primarily responsible for any loss. There are a number of classifications possible under ISO rules, depending on the type of work done. Each will have its own rate.

The rating basis for subcontractors is cost. The general assumption is that cost is contract price. Some carriers will use this, and it certainly is easier and simpler to obtain. But the actual definition of 'total cost' is the cost of labor, materials and equipment that are used by the sub to complete the project-even if they're not furnished by the contractor or the sub. Material or equipment purchased by the project owner and the used or installed by a sub is part of the 'total cost'. It does not have to be part of the contract or contract price.

Insureds are trying to cut costs and contain exposure. Subcontracting is one way to do so. A better understanding of the terms and conditions will make that easier.

Contact a Commercial Property & Casualty Underwriter for more information!

IF THEY BUILD IT, RISKS WILL COME!

LET SIU BUILD CUSTOM COVERAGE AROUND YOUR INSURED'S CONSTRUCTION NEEDS.

BENEFITS

- Broad range of construction products accepted
- Premium range from \$500 to \$250k
- Highly competitive pricing
- Premium financing available

COVERAGE

- Contractors professional/contractors pollution liability
- General liability
 - Employee Benefits
 - Hired and Non-Owned Auto
 - Limited Electronic Data
 - Limited Pollution
- Owners & Contractors Protective Liability
- Property and Inland Marine
- Railroad Protective Liability
- Umbrella



PERSONAL PROPERTY UPDATE

LET SIU'S PERSONAL PROPERTY DEPARTMENT HELP WITH ALL YOUR NEEDS!

GOOD NEWS FOR OUR AGENTS



**ALABAMA
HO3 RATES
HAVE BEEN
REDUCED
UP TO 16%
OVERALL**



**GEORGIA
HO3 RATES
HAVE BEEN
ADJUSTED
IN THE TIER 1
COUNTIES**



**SOUTH
CAROLINA
DWELLING
FIRE RATER IS
NOW OPEN TO
ALL AGENTS**

*Visit the Personal Lines online raters at www.siuins.com to get a quote today.
While on the site you can also quote American Reliable Mobile Homes in
Alabama & Georgia (coastal county availability may vary by state).*



OUTSIDE OF THE OFFICE



SIUPREM'S CHECK PRESENTATION TO THE AMERICAN CANCER SOCIETY



HALLOWEEN FUN



GINGERBREAD JUNCTION:
1ST PLACE GINGERBREAD
DECORATING CONTEST



TRUCK AND HOUSE:
2ND PLACE GINGERBREAD
DECORATING CONTEST



REINDEER FARM:
3RD PLACE GINGERBREAD
DECORATING CONTEST

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DYK OTRLY

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**YOUR QUARTERLY RESOURCE FOR
SIU NEWS & UPDATES!**

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