



W. Brown & Associates

insurance services

19000 MacArthur Blvd., Suite 700, Irvine CA 92612



Excellence since 1988

W. Brown & Associates is one of the West's leading privately owned Property & Casualty insurance wholesalers. Our mission has been to provide a competitive advantage to agents and brokers doing business in California. We offer one-stop access to a wide array of specialty insurers as well as a number of very special in-house programs.

At W. Brown, we understand the challenges that insurance agents and brokers face on a daily basis. It must often seem like there's just too little time and too much competition. If that sounds familiar to you, then we can probably help.

Give us a chance and don't be shy! W. Brown has the resources needed to tackle even your "hard to place" risks. No matter what the need, we just might have a solution for you! Almost no account is too large or too small and, in some cases, minimum premiums can be as low as \$500.

Please feel free to e-mail us to discuss an account or if you have other questions. We respond promptly to all inquiries.



John Krebs, President



Brian English, Executive Vice President

Personal service, professional results.



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19000 MacArthur Blvd., Suite 700, Irvine CA 92612

Property & Casualty

John Krebs
949.428.1328
jkrebs@wbais.com

Susan Sandoval
ssandoval@wbais.com

Brian English, CPCU
949.428.1344
benglish@wbais.com

Christine Dubich
chdubich@wbais.com

Shandi Jimenez
sjimenez@wbais.com

Carmen Martinez
949.428.1342
cmartinez@wbais.com

Tom Sanders
tsanders@wbais.com

Steven Curtis
949.428.1336
scurtis@wbais.com

Lesley Brown
lbrown@wbais.com

Ron Dethloff, CPCU
949.428.1368
rdethloff@wbais.com

Susan Sandoval
ssandoval@wbais.com

Jeff English, CIC
949.428.1346
jenglish@wbais.com

Shandi Jimenez
sjimenez@wbais.com

Ken Young, AIS
949.428.1366
kyoung@wbais.com

Sheri Hand
shand@wbais.com

Brad Snow
949.428.1370
bsnow@wbais.com

Casie Pajarito
cpajarito@wbais.com

Linda Hinshaw
949.428.1374
lhinshaw@wbais.com

Casie Pajarito
cpajarito@wbais.com

Christine Dubich
chdubich@wbais.com

Professional Liability

Randy Slaughter, CPCU
949.428.1332
rslaughter@wbais.com

Sheri Hand, CISR
shand@wbais.com

Excess Liability

Susan Sherman
949.428.1334
ssherman@wbais.com

Susan Sandoval
ssandoval@wbais.com

Transportation & Garage

Diane Browning, ASLI
949.428.1338
dbrowning@wbais.com

Personal Lines

Rosalind Stinson
949.428.1348
rstinson@wbais.com

Accounting

Kim Lopez
949.428.1306
klopez@wbais.com

Claims

Tim Gershman
tgershman@wbais.com

AI's/Certificates

Tim Gershman
tgershman@wbais.com

Inspections

Angelina Sweeney
asweeney@wbais.com

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P&C Markets

General Liability

- Admiral
- Benchmark
- Berkley Assurance
- Burlington
- Catlin
- Colony
- Companion
- Cover X (First Mercury)
- Essex
- Evanston
- Gemini
- General Star
- Golden Bear
- Great American
- Hannover
- Hartford Specialty
- Houston Casualty
- Landmark American
- Lexington
- Liberty Surplus
- Lloyd's of London
- Navigators
- North American Capacity
- Northfield
- RLI/Mt. Hawley
- Scottsdale
- Topa
- United National

Property

- Admiral
- American Safety
- Berkley Assurance
- Colony
- Chubb
- Essex/Evanston
- First State/Beazley Syndicate
- Golden Bear
- Great American
- Navigators
- Northfield
- RLI/Mt. Hawley
- Scottsdale
- Topa
- Westport
- Zurich (COC)

Difference in Conditions

- Essex
- Equinox/Lloyd's Syndicate
- First State/Beazley Syndicate
- Golden Bear
- RLI/Mt. Hawley
- Scottsdale
- SIU (QBE, Redland)
- ICAT Program Lloyds Syn. 4242
- ICW

Pollution Liability

- ACE/Westchester
- American Safety
- Arch
- Century Surety
- Chartis
- Empire Fire & Marine
- Endurance
- Evanston
- Everest
- Gemini/BISA
- Ironshore
- Liberty Surplus
- Lloyd's of London
- Mt. Hawley
- Navigators
- One Beacon
- XL Environmental
- United Specialty
- Zurich

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P&C Programs

Adult Book Stores
Adult Day Care*
Apartment Houses
Artisan Contractors
Alarm Installation*
Amusement Devices
Backhoe Rental
Bakeries/Caterers
Bars & Taverns
Beauty and Barber Shops*
Bed & Breakfast
Book Stores
Builder's Risk
Caterers
Churches
Clubs
Contractors Equipment Rental
Construction Managers
Convenience Stores
Dance Studios*
Day Nursery & Preschools*
Demolition Contractors
Entertainers
Event Planners
Excavators
Exercise Studios & Health Clubs*
Exterminators / Pest Control
Flea Markets/Swap Meets/Bazaars
Food & Beverage Manufacturers

General Contractors
Golf Courses
Graders
Grocery Stores
Halfway Houses*
Handyman
Homebuilders
Home Health Care Agencies*
Homebuilders
Homeowners Associations
Hotels & Motels
Hunt Clubs
Janitorial
L.P.G. Dealers
Landowners
Landscapers/Nurserymen*
Lessors Risk
Light Manufacturing
Machinery Equipment Repair
Marina / Boat Rentals
Martial Art Studios*
Medical Equipment Sales/Rentals
Medical Marijuana Clinics
Mercantile Stores
Mobile home / RV Parks
Motels
Offices
Owners & Contractors Protective
Parking Lot Cleaners & Sweepers

Premises Liability Racquet Clubs
Real Estate Property Managers
Restaurants
Recyclers
Schools
Security Guards*
Self-Serve Car Washes
Self-Serve Laundrymats
Sewing Contractors
Shopping Centers
Small Restaurants/
Coffee Shops/ Delicatessens
Special Events
Sport Camps & Leagues
Swim Clubs
Swimming Pool Contractors
Swimming Pool Maintenance
Tanning Salons
Temporary Help Agencies
Tree Trimmers*
Truckers
Vacant Buildings
Vacant Land
Warehouses
Water Pressure Cleaning
Wholesale Distributors
Wind & Solar Energy Contractors
Woodworkers/Cabinet Makers
Wrecking of Buildings

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*including E & O - Professional Liability



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Transportation

Commercial Auto Programs

- Ambulance
- Armored Trucks
- Beverage Delivery
- Cargo
- Crane Trucks
- Commercial Trucks
- Container Haulers
- Contractors Trucks
- Couriers
- Dealers Physical Damage
- Drive Away Contractor
- Dump Truck
- Florist Delivery
- Funeral Service
- Furniture Delivery
- Garage Liability (Used Car Dealers)
- Garbage Hauler
- Gasoline Transport
- Garagekeeper Legal Liability (Dealers Physical Damage)
- Hospital Service Vehicles
- Logging Trucks
- Lunch Wagon
- Mail Delivery
- Mobile Business (Gyms, Medical Testing/Clinics, Learning, Museums)
- Non-Emergency Transport
(Wheelchair Lifts OK)
- Monoline Physical Damage
- Produce Hauler
- Public Auto
- Airport Vans
- Social Service
- Convalescent Hospital
- Limousines
- Hotel Vans
- Redi Mix Cement
- Sand and Gravel
- Security Patrols
- Service Trucks
- Tow Trucks
- Truckers (Owned Goods & For Hire)

Personal service, professional results.



Transportation

Markets

Berkley Assurance
Colony Insurance Company
Markel/Essex
Scottsdale Indemnity Company
Scottsdale Insurance Company

Garage

Accessories Sales & Installation
Auto Brokers
Body & Paint Shops
Camping Trailer/Shell Sales and Service
Detailing — Mobile or Shop
Gas Stations with Repair
Glass — Auto Shop or Mobile
Motorcycle Dirt Bike, ATV, Quad & Snowmobile Sales & Service
Muffler Shops
New Car/Truck Dealers
Repair or Service Shops
RV Sales & Services
Stereo Installation — W/CSBA
Semi — Truck Sales & Service
Truck Tractor Sales & Service
Used Car/Truck Dealers
Vehicle Safety Class Stations
Wholesale Auto Dealers
Window Tinting Shops
Upholstery Shops

Premium Basis

Garage — # of Employees, Owners, & Officers
Garage Keeper Legal — Total Value & # of Vehicles



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Professional

Directors & Officers Liability (Public, Private, and Non-Profit)

- Admiral
- Axis Pro
- Carolina Casualty
- Chartis
- Chubb
- Crum & Forster
- E-Risk Scottsdale
- Great American
- Markel American

Employment Practices Liability

- Admiral
- Carolina Casualty
- Chartis
- Chubb
- Evanston
- E-Risk Scottsdale
- Crum & Forster
- Lexington
- NAS/Lloyds
- Markel American
- Stateside/Beazley

Fiduciary Professional

- Axis Pro
- Chartis
- Chubb
- E-Risk
- Great American

Cyber / Privacy Liability

- Admiral
- Axis Pro
- Chartis
- Chubb
- E-Risk Scottsdale
- Evanston
- NAS
- One Beacon
- RSUI

Technology Professional

- Admiral
- Axis Pro
- Berkley Assurance
- Chartis
- Chubb
- E-Risk
- Evanston
- One Beacon
- RSUI

Specified Medical Liability

- Admiral
- Berkley Assurance
- Catlin
- Colony
- Evanston
- General Star
- RSUI/Landmark
- Lloyds
- WKF & C

Miscellaneous Professional Liability

- Admiral
- AXIS Pro
- Berkley Assurance
- C.N.A.
- Chartis
- Chubb
- Colony
- Evanston
- E-Risk Scottsdale
- Kinsale
- Lexington
- Lloyds
- One Beacon
- PUA
- RSUI/Landmark
- Vela/Gemini
- WKF & C

Personal service, professional results.



Professional

Miscellaneous Professional



- Accountants
- Accounts Receivable/Credit
- Advertisers
- Architects and Engineers
- Attorneys
- Appraisers
- Auditors
- Bankers Professional
- Biotech
- Business Managers
- Computer Consultants
- Construction Managers & Owners Representatives
- Contractors Professional
- Cyber Liability
- Employment Agencies
- Environmental Consultants
- Franchisors
- Geotechnical Engineers
- Insurance Agents
- Interior Designers
- Magazine Publishers
- Management Consultants
- Mortgage Brokers & Bankers
- Morticians
- Notaries
- Printers
- Public Relations
- Real Estate Agents
- Social Networks
- Tax Preparers
- Technology
- Telecommunications Consultants
- Title Insurance
- Trustees
- Venture Capital

Specialized Medical PL Classes

- Ambulatory Surgical Centers
- Ambulance Service - Air/Ground
- Assisted Living Facilities
- Blood Bank
- Clinical Trials
- Dentists
- Drug Testing Programs
- Home Health Care
- Kidney Dialysis Centers
- Laboratories
- Medical/Dental Clinics
- Medical Directors
- MRI/X-Ray Imaging Centers
- Nurse Practitioners
- Nurses Registries
- Pain Management
- Paramedics
- Physical Therapy
- Physicians
- Plastic Surgery Centers
- Psychiatrists
- Substance Abuse Centers
- Urgent Care Centers
- Weight Loss Centers

Personal service, professional results.



Excess Liability

Markets

Limits

Admiral Insurance Co.	\$10,000,000
Colony Insurance Company	\$5,000,000
Catlin Specialty	\$5,000,000
Century Surety	\$5,000,000
Evanston	\$5,000,000
General Star	\$10,000,000
Golden Bear	\$5,000,000
Great American	\$50,000,000
Lexington Ins. Co.	\$25,000,000
Liberty International	\$25,000,000
Mt. Hawley/RLI	\$10,000,000
National Union (Chartis)	\$25,000,000
Navigators Specialty	\$25,000,000
RSUI Indemnity	\$30,000,000
Scottsdale	\$20,000,000
TOPA	\$5,000,000
Tourus	\$5,000,000

Minimums as low as \$505 per million

In-House quoting capabilities and instant indications available upon request
24 hour average turn around time!!!

**Project Specific Excess & Excess Auto Liability availability

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Personal Lines

Programs

Brush Locations
Dwelling Fire
High Valued Dwellings
High Valued C.O.C.
Homeowner
Inland Marine
Mountain Locations
Personal Liability
Personal Umbrella
Excess Liability
Seasonal/Vacant Dwellings
Renovations
Corporately Owned Homeowners

Markets

Scottsdale Insurance
Scottsdale Indemnity

*****Prior Losses and Non-Renewals OKAY*****

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Aviation

Coverages

Aircraft Hull Physical Damage

Limits

Up to \$25,000,000

Market

Catlin Insurance Company, Inc.

Aircraft Liability

Charter & Industrial Aid

Up to \$300,000,000 CSL

Preferred Pleasure & Business

Up to \$5,000,000 CSL

Routine Pleasure & Business
and Instruction & Rental

Up to \$1,000,000 CSL
(Limited to \$100,000 Per Passenger)

Non Owned Aircraft Liability

Up to \$100,000,000 CSL

Aviation Products Liability

Up to \$300,000,000 CSL

Airport Liability

Up to \$300,000,000 CSL

General Liability

Up to \$300,00,000 Occ/Agg

We also offer our clients admitted Mexican insurance for Part 91 and Part 135 Operations.

W. Brown's special reinsurance relationships in London and elsewhere allow us to offer increased policy limits in many cases. Please call us to learn more.

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