

B F R E UNDERWRITERS, LLC

B F Re Underwriters is a premier direct reinsurance underwriting manager serving clients through a nationwide network of regional offices.



A BERKLEY
COMPANY



OUR MISSION

B F Re is committed to developing strong reinsurance relationships with a focus on delivering value-added services to our clients to assure mutual profitability. We meet these goals by employing talented and experienced reinsurance professionals in local offices that are capable of enhancing the quality and profitability of our clients' products.

COMPANY DESCRIPTION

As a reinsurance specialist, our interaction and approach with each client is based upon the client's unique needs. The breadth of experience of our regional staff allows us to tailor practical solutions to reinsurance programs and product line operations that reflect an understanding of local market conditions.

Our value-added services can be applied to any lines of insurance. Beginning with a consultative approach, we can provide product line support at any level, including rate level and policy form reviews; technology applications; high quality, client-specific underwriting consultation/training, actuarial and claims consultation.

HOW B F R E UNDERWRITERS IS DIFFERENT

We have built our company on the time-honored principle of mutual benefit. We fulfill this principle by bringing the highest quality services to our clients.

Experience Our professionals are well-known in the industry and understand the territory they service, allowing them to provide solutions based on the local market, while accessing our countrywide network to identify national trends and issues. Our professional staff averages over 20 years of insurance industry experience, including almost 10 years of primary insurance experience, which means our clients are working with a reinsurer that understands their business and their operational needs.

Teamwork We provide engaged reinsurance support, and are committed to enhancing our clients' operations and/or standing within the insurance market in which they operate by adding value to the relationship with our clients.

Corporate Structure Our flat organizational structure and regional operations keep decision making close to the client, eliminating a broad brush approach to a product, and providing customized solutions for each client.

FINANCIAL HIGHLIGHTS

B F Re Underwriters underwrites facultative reinsurance on behalf of Berkley Insurance Company (BIC), a leading U.S. domestic professional reinsurance company, and a member company of W. R. Berkley Corporation.

BERKLEY INSURANCE COMPANY

A.M. Best Rating	A+ (Superior)
Financial Size Category	XV
Standard & Poor's Rating	A+ (Strong)

FINANCIAL DATA

(Dollars in millions)
(Statutory Basis)

as of December 31, 2010

Total Assets	\$ 7,517
Policyholders' Surplus	\$ 2,624
Net Written Premiums	\$ 1,327



DANIEL L. AVERY

President

Dan Avery has been the President of B F Re Underwriters since it was established in 2002. Dan leads an exceptional team of people that have worked together for over 30 years in some cases, allowing for the development of a proven underwriting and operating philosophy.



PRODUCTS

Our reinsurance products include automatic, semi-automatic and individual risk assumed reinsurance based upon a company's reinsurance needs.

Specialty Treaty/Automatic agreements provide a package for risk selection, pricing and risk transfer for lines, classes or books of business where collaborative underwriting support is a key to achieving mutual profitability and success. We provide our clients with the necessary underwriting framework, operational flexibility and comprehensive reinsurance contract terms.

Semi-automatic agreements are hybrids, incorporating the streamlined accounting and contractual functions of automatic agreements with the risk-by-risk underwriting approach of individual risk facultative business.

Individual risk facultative reinsurance provides a client the ability to manage and mitigate volatile loss exposures through negotiation of the reinsurance cession on a policy-by-policy basis.

Any of these products can be tailored to service a client's needs for:

- Commercial Umbrella
- General Liability
- Automobile Liability
- Products Liability
- Medical Professional Liability
- Errors and Omissions
- Liquor Liability
- Railroad Protective
- Specialty Classes (oil & gas, explosives mfg., etc.)
- Surplus Relief
- Property

Additionally, automatic agreement products can be developed for personal umbrella portfolios.

REGIONAL OFFICES

Great Lakes Regional Office

Toll Free: (800) 606-8360
 Catherine Schilling – SVP
 Regional Manager
 Jeff Neher, CPCU, ARe – SVP
 David Bartone – VP
 Scott Medors – VP
 Roger Goeke, CPCU, ARe – VP
 Dianne Zepp – AVP
 Gary Comer – Underwriting Specialist

Mid-Atlantic Regional Office

Toll Free: (800) 519-6341
 Thomas Greenfield – SVP,
 Regional Manager
 Kathleen Patton – VP
 William Seefried – VP
 William Turner – VP
 Tom Barberi – Assistant VP

Midwestern Regional Office

Toll Free: (800) 713-3770
 Clifford Dunigan – VP,
 Regional Manager
 Steve Hinton – Assistant VP
 Maureen Markase – Assistant VP

Northeastern Regional Office

Toll Free: (800) 974-5714
 Raymond Niver – VP,
 Regional Manager
 Thomas Gaughran – VP
 Carl Lythcott – Assistant VP

Southeastern Regional Office

Toll Free: (800) 348-4229
 L. Randy Miller – VP,
 Regional Manager
 Michael Kitchens, CPCU –
 Assistant VP
 Julia Freyre – Assistant VP
 Lynn Bryant – Underwriting Specialist

Southwestern Regional Office

Toll Free: (800) 761-7406
 Scott Balfour, CPCU – SVP,
 Regional Manager
 Roger Goeke, CPCU, ARe –VP
 John McGregor – VP
 Lex Smart – VP

Western Regional Office

Toll Free: (800) 970-2550
 Frederic (Ric) Cooper – SVP,
 Regional Manager
 Maria Anderson, CPCU – SVP
 Gary Miller, CPCU, RPLU, ARe – VP
 Gary Shreve – VP
 Vincent Friscia, Jr. – VP

CONTACT INFORMATION

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OFFICERS

DANIEL L. AVERY

President

GREGORY A. DOUGLAS

Executive Vice President

RICHARD A. CORPUS

Executive Vice President

JEFF NEHER

Senior Vice President

MARIA ANDERSON

Senior Vice President