

# BERKLEY OIL & GAS SPECIALTY SERVICES, LLC

Berkley Oil & Gas Specialty Services, LLC is an insurance underwriting manager providing unique property and casualty products and risk services to customers engaged in the energy sector.



A BERKLEY  
COMPANY



## OUR MISSION

Our customers recognize the importance of the expertise we provide and appreciate the opportunity to work with professionals who understand their business. We are in turn committed to delivering innovative products and exceptional service to them, our valued agents and brokers. Berkley Oil & Gas is dedicated in its efforts to be well-informed of the changing dynamics of the industry; support industry efforts to minimize and mitigate risks and hazards in the oil patch; and to constantly seek ways to improve our products and services to meet customer needs.

## COMPANY DESCRIPTION

Formed in late 2009, Berkley Oil & Gas Specialty Services, LLC offers insurance coverages on an admitted and non-admitted basis for the oil and gas industry as follows:

- Commercial General Liability
- Commercial Automobile Liability
- Umbrella
- Workers' Compensation
- Property
- Inland Marine
- Control of Well

## HOW BERKLEY OIL & GAS SPECIALTY SERVICES IS DIFFERENT

Berkley Oil & Gas Specialty Services, LLC is a company dedicated to understanding the unique risks of the oil and gas industry. Our customer base includes risks of any size that work in the oil patch including operators, drillers, geophysical contractors, well servicing contractors, oilfield equipment and supplies, and manufacturers/distributors of oilfield products.

Our objective is to provide a broad offering of insurance products to the customer that includes specialized coverages, risk control services that complement the customer's existing safety practices, and claims management that reflects our in-depth knowledge of hazards and losses normal to this industry.

Our approach to underwriting is to understand the components of the operations, the unique geographic risks, the account's attitude toward safety, and to be knowledgeable about other companies with which this risk will work. By bringing together the expertise of our underwriting, claims, and risk services staff, we can effectively determine if the risk can be written profitably. And because the oil and gas industry has unique exposures with customized insurance products, a claim staff must possess industry expertise.

Berkley Oil & Gas takes a strategic, rather than a reactive, approach to claims by utilizing a dedicated staff who are experienced in adjusting oil and gas claims and who work collaboratively with our customers to ensure all claims are handled in a timely, effective manner and with the utmost professionalism.

## FINANCIAL HIGHLIGHTS

Berkley Oil & Gas Specialty Services, LLC underwrites insurance policies on behalf of W. R. Berkley Corporation member companies, which carry A.M. Best Financial Strength Ratings of A+ (Superior) and A+ (Strong) Financial Strength Ratings from Standard & Poor's.



## CAROL A. RANDALL

President

Carol joined W. R. Berkley Corporation in 2009 to start up Berkley Oil & Gas Specialty Services. Carol has more than 20 years of experience in the commercial insurance industry, with a primary focus on oil and gas risks. She most recently served as chief underwriting officer for oil and gas with a major insurer.



## DISTRIBUTION

Berkley Oil & Gas markets its products and services through our retail agency base. We contract with agents and brokers who specialize in this segment and understand the unique complexity that is customary with these accounts. For those agents that do not have a retail contract with us, we have a strategic partnership with an experienced wholesale broker who brings expertise and experience to this industry segment.

## ABOUT W. R. BERKLEY CORPORATION

W. R. Berkley Corporation, founded in 1967, is one of the nation's premier commercial lines property casualty insurance providers. Each of the operating units in the Berkley group participates in a niche market requiring specialized knowledge about a territory or product. Our competitive advantage lies in our long-term strategy of decentralized operations, allowing each of our units to identify and respond quickly and effectively to changing market conditions and local customer needs. This decentralized structure provides financial accountability and incentives to local management and enables us to attract and retain the highest caliber professionals. We have the expertise and resources to utilize our strengths in the present environment, and the flexibility to anticipate, innovate and respond to whatever opportunities and challenges the future may hold.

## CONTACT INFORMATION

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President

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## OFFICERS

### CAROL RANDALL

President

### NANCY ZORIL

Vice President – Underwriting

### KAREN PRADIER

Energy Claim Officer

### DEBRA MORENO

Energy Umbrella Officer

### LINDA EPPOLITO

Chief Financial Officer

### MARK DAVENPORT

Vice President – Risk Services

### ERIC CASTILLO

Systems and Information Officer

### KIMBERLY BLEZINGER

AVP – Underwriting