

# CLERMONT SPECIALTY MANAGERS, LTD.

Clermont Specialty Managers, Ltd. is a leading provider of commercial insurance for high-end cooperative, condominium, rental buildings and upscale restaurants.



A BERKLEY  
COMPANY



## OUR MISSION

Clermont's goal is to underwrite broad coverage at competitive prices for high-end habitational and upscale restaurants in the following territories: New York, New Jersey, Illinois & Connecticut.

We deal exclusively through independent brokers with proven expertise in our niche segments. We aim to provide accurate and quick policy/endorsement issuance and prompt, fair claims handling, while striving to be a low cost provider by controlling expenses. At Clermont we have a shared vision to be the best in our niche, as evidenced by our reputation among our clients and our competitors.

## COMPANY DESCRIPTION

Clermont was organized in 1986 as the Habitational Insurance Division of Firemen's Insurance Company of Washington, D.C., to provide package policies for upscale condominiums and cooperative apartment buildings in New York City. Over the years, we focused on expanding our efforts beyond New York City and added our upscale restaurant segment.

Today, Clermont is an underwriting manager that provides its customers with 'one-stop shopping' for commercial multi-peril, including systems breakdown (B&M), monoline general liability, workers' compensation and umbrella. In addition, we provide an array of value added consultative risk management services designed to assist our policyholders in managing risk.

## HOW CLERMONT SPECIALTY MANAGERS IS DIFFERENT

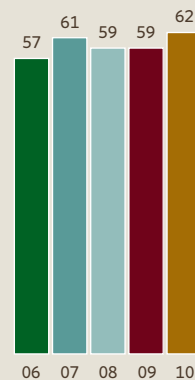
We are a team of seasoned underwriting and claims professionals, well versed in the nuances of our two niches. Our combined expertise has enabled us to maintain a stable approach to the market for over 25 years. Additionally, our sound use of risk selection and pricing discipline in soft and hard markets is validated by our consistent profitability since our inception. We uphold a standard of prompt and fair settlement of claims, and endeavor to treat our insureds and brokers in a partnership like manner. We are a member company of W. R. Berkley Corporation, recognized as one of the most respected names in the property casualty insurance business.

## FINANCIAL HIGHLIGHTS

Clermont Specialty Managers underwrites on behalf of Admiral Indemnity Company and Clermont Insurance Company, both rated A+ (Superior) Financial Size Category XIV by A.M. Best Company and both member companies of W. R. Berkley Corporation.

### GROSS WRITTEN PREMIUMS

(Dollars in millions)





## WILLIAM J. JOHNSTON

President

Bill Johnston joined W. R. Berkley Corporation in October of 2007 as President of Clermont Specialty Managers, Ltd. He previously held executive and profit center leadership positions for several major national P&C carriers, and also holds the title of President of Admiral Indemnity Company and Clermont Insurance Company.



## 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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## OFFICERS

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