

## B F Re 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 Re 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.

### PRODUCTS

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

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

### FINANCIAL DATA

(Dollars in millions)  
(Statutory Basis)

as of December 31, 2008

Total Assets	\$ 6,846
Policyholders' Surplus	\$ 2,037
Net Written Premiums	\$ 1,232



**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.



**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 – Assistant VP

**Mid-Atlantic Regional Office**

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

**Midwestern Regional Office**

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

**Northeastern Regional Office**

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

**Southwestern Regional Office**

Toll Free: (800) 761-7406  
Scott Balfour, CPCU – VP,  
Regional Manager  
John McGregor – Assistant 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

**CONTACT INFORMATION**

B F Re Underwriters, LLC  
One Landmark Square  
Suite 1920  
Stamford, CT 06901  
Toll Free: (800) 974-5714  
Tel: (203) 975-7739  
Fax: (203) 975-7749  
www.bfreunds.com

**EXECUTIVE OFFICERS**

Daniel L. Avery  
President

Richard A. Corpus  
Executive Vice President

Jeff Neher  
Senior Vice President

Maria Anderson  
Senior Vice President