



Transportation market guide

Blue Ridge Specialty | Wholesale brokerage and program manager

A readable reference to 22 program and market-access entries, with coverage, fleet requirements, appetite and contacts kept together.

Coverage key	Meaning
AL	Primary Auto Liability
APD	Auto Physical Damage
MTC	Motor Truck Cargo
TGL / GL	Truckers / General Liability
Excess AL & GL	Excess liability above the required underlying limit; not primary AL
Inland Marine	Construction equipment and specified logistics coverages

Prepared from six photographs supplied to Carrierlens. The clean tables are editorial summaries; verbatim source text and all original photos are retained in this file. Blue Ridge has not yet confirmed this reading edition. No publication or effective date is visible on the supplied materials.

Auto-hauler example: Great American is listed for cargo only. The Lloyd's / HDI / Hamilton row lists APD and cargo. Neither row confirms primary Auto Liability for auto haulers.

Blue Ridge Specialty Displaced Program

Experienced fleets with challenging loss or safety histories

Fleet minimum conflict: opening paragraph says 5+ power units; bullet says 2+ power units. Confirm with BRS.

Auto Liability for experienced distressed fleets: conditional DOT, poor CAB scores, adverse losses or standard-market nonrenewals. Intermediate to long haul. The flyer describes A (Excellent) paper without naming the carrier; rating has not been independently reconfirmed. It quotes rates starting at \$14,000 per truck, without a publication date; this is historical marketing, not a current quote. APD, MTC and TGL are preferred package additions; confirm acceptance separately. Minimum units and the exact 27 program states must be confirmed.

Flyer wording

The Displaced Program, offered exclusively by Blue Ridge Specialty, is designed to help your agency place coverage for risks of 5 or more power units that are experiencing trouble finding auto liability coverage in the marketplace due to poor CAB scores or recent claims activity.

In business 3+ years with 2 or more power units

AM Best A (Excellent) rated paper for the Auto Liability

Intermediate to Long Haul radius hauling flatbed, dry van, reefer, intermodal goods.

Conditional DOT, Poor CAB scores, and/or Adverse Loss Experience ok

Risks non-renewed by the standard market are ideal

Rates start at \$14k per truck

Last minute submissions can be turned around quickly

Prefer to package the APD, MTC, and TGL with the Auto Liability

Drivers required to have 2+ years' experience with a CDL

Ineligible Risks: Dump Risks, Coal Haulers, Logging, Hazmat, Oversize/Overweight, Drive-Away

Currently writing business in 27 states

Contact Mike Gordon: Mike@BlueRidgeSpecialty.com | 864-735-2582

Contact Shane Dennie: Shane@BlueRidgeSpecialty.com | 864-735-5522

Auto liability

Source photograph 2 | Program-specific terms; territory requires confirmation

Market / program	Coverage	Minimums	Appetite and conditions
Berkley Prime Transportation	AL / APD / MTC / GL	15+ power units; 3+ years in business	Preferred and standard fleets with good safety practices. Submit 15-90 days before the effective date. Dry van, reefer, flatbed and intermodal. California unavailable.
Berkley Small Business Solutions	AL / APD / MTC / GL	1-14 power units; at least 3 years in business	Preferred package. No HOS or unsafe CAB alerts allowed. California unavailable. Specific trucking classes are not enumerated in this row.
Nirvana - Trucking	AL / APD / MTC	2+ years in business; 2+ years CDL experience	Fleet and non-fleet; local to long haul. Dry van, flatbed, reefer and intermodal. Telematics integration required. Contact BRS for state availability.
American Inter-Fidelity Exchange	AL / APD / GL	10+ power units; at least 3 years in business	Standard package; mileage- or revenue-based monthly reporting preferred. APD must be quoted to obtain an Auto Liability quote. This row does not list cargo.
Rivington Partners - Trucking	AL / APD / MTC	Distressed accounts	Distressed accounts. Dump, logging, local non-CDL box trucks, NEMT and public livery acceptable per BRS sheet. The row does not state radius or territory for each class. Confirm with BRS; this access route does not override Applied Underwriters' separately recorded 500-mile limit or state restrictions.
Incline / National General - North Carolina Risk Pool	AL	North Carolina Risk Pool; any type and size per sheet	Listed under Auto Liability for the North Carolina Risk Pool. Specific class acceptance and other coverages must be confirmed; the broad statement is not proof of auto-hauler acceptance.

Physical damage and cargo

Source photograph 3 | Program-specific terms; territory requires confirmation

Market / program	Coverage	Minimums	Appetite and conditions
Allied World	APD / MTC	MTC minimum premium \$25,000; APD minimum premium \$40,000	Larger fleets. APD non-admitted; MTC admitted. Flexible deductibles and annual reporting. Historical TIV, mileage, unit count and gross receipts required.
RLI Transportation	APD / MTC	5+ power units	Admitted MTC; non-admitted APD option. Dry van, reefer, flatbed and intermodal. Higher cargo limits and designated shipper endorsements; monthly, quarterly or annual adjustments.
Great American - Motor Truck Cargo	MTC	1-10 power units target; above 10 considered	Cargo only in this row, including auto haulers. Admitted; new ventures OK. Up to \$250,000 cargo limit and \$1,000 deductible options. BRS reports quote/bind authority up to 10 units; larger risks considered.
Lloyd's / HDI / Hamilton - APD & Cargo	APD / MTC	1+ power units; \$1,500 APD minimum premium	Auto haulers explicitly listed for APD/MTC. Lloyd's or non-Lloyd's paper through two coverholders. Broad size and deductible flexibility. Names appear together in the source row; exact paper and program must be confirmed. This row does not offer Auto Liability.
Distinguished	APD / MTC	\$10,000 minimum premium	Cleaner risks. Admitted MTC on SiriusPoint America paper; possible driver-error coverage for reefer haulers. Quarterly or annual reporting. Confirm APD terms separately.
Travelers - Cargo & Physical Damage	MTC / APD	15+ power units	Cleaner fleets. MTC admitted except E&S in Florida. Quarterly or annual reporting. Specific classes and territory are not enumerated in this row.

Excess auto liability

Source photograph 4 | Program-specific terms; territory requires confirmation

Market / program	Coverage	Minimums	Appetite and conditions
Gemini Transportation Underwriters	Excess AL & GL	10+ units; \$1M attachment; at least 3 years in business	Excess AL and GL, not primary liability. Preferred/standard fleets. \$1M-\$4M over \$1M primary; maximum \$2M in TX and GA per supplied sheet. Dry van, flatbed, light trucks, hazmat/non-hazmat, dry/liquid bulk.
General Star - Excess AL & GL	Excess AL & GL	\$250,000 minimum attachment for Auto Liability buffers	Excess AL and GL, up to \$5M. Auto Liability buffers from \$250,000 attachment to \$1M CSL. Specified transportation classes and designated truckload for specified contracts.
Kinsale - Excess AL & GL	Excess AL & GL	1+ power units; \$1M CSL primary	Follow-form excess AL/GL up to \$5M. New ventures included for the stated short/long-haul trucking operations. Appliance delivery, contractors, energy, NEMT, tractor trailers and last-mile delivery.
Majestic Risk - Excess Auto Liability	Excess AL	\$100,000 minimum premium	Excess Auto Liability up to \$10M; \$5M or \$10M over \$1M. One- or three-year terms per sheet. Oilfield, fuel hauling and other high-risk classes. National distribution is not an all-state underwriting statement.

Business auto and inland marine

Source photograph 5 | Program-specific terms; territory requires confirmation

Market / program	Coverage	Minimums	Appetite and conditions
Nirvana - Business Auto	AL / APD	1+ units	Telematics required in the majority of vehicles. Listed business-auto classes; limits up to \$1M. HNO, rental reimbursement, waiver of subrogation, primary/noncontributory available per sheet. This is a separate program from Nirvana trucking.
Rivington Partners - Business Auto	AL / APD	Distressed accounts	Dump, logging, local non-CDL box trucks, NEMT and public livery. Some \$5M liability requirements can be accommodated. Confirm state, radius and exact program with BRS; this sheet does not supersede separately recorded Applied Underwriters restrictions.
Navigators - A Brand of The Hartford	AL / APD / MTC	\$50,000 minimum premium	Listed business-auto/waste classes; \$1M primary capability. The source describes Hartford A+ backing; this is not an independently refreshed rating of a particular writing company.
LEEO - Business Auto	AL / APD	1+ units	Last-mile delivery, light business-auto service/artisan contractors and NEMT. State availability and telematics/driver requirements are not specified in this source row.
Berkley Fire & Marine	Inland Marine	Construction and logistics	Inland marine: contractors equipment, builders risk, installation floaters, infrastructure and renewable energy. Logistics: motor truck cargo legal liability, warehouse legal liability and contingent cargo. These are not proof of primary Auto Liability or blanket trucking cargo acceptance.

Territory and contacts

The current official Products webpage map highlights all states except Hawaii and Massachusetts, and highlights DC. This is the brokerage footprint, not confirmation for every program. The supplied map differs in the Northeast and Hawaii, while the Displaced flyer says 27 states. Confirm program-specific territory. Berkley Prime and Berkley Small Business are explicitly unavailable in California in the supplied sheet.

Official source: <https://www.blueridgespecialty.com/products> | Checked October 7, 2026. This check date is not a program effective date.

General office: 864-735-4616 | Service@BlueRidgeSpecialty.com

Online APD / cargo rater: <https://blueridgespecialty.selectsys.com/>

Contact	Role	Email	Phone
Mike Gordon	Owner	Mike@BlueRidgeSpecialty.com	864-735-2582
Shane Dennie	Owner	Shane@BlueRidgeSpecialty.com	864-735-5522
Scott Hertzog	Wholesale Underwriter	SHertzog@BlueRidgeSpecialty.com	616-214-0417
Kyle Vanderwalker	Wholesale Underwriter	Kyle@BlueRidgeSpecialty.com	716-564-7575
Scott Taylor	Wholesale Manager	Scott@BlueRidgeSpecialty.com	864-923-5722
Shane Gustafson	Wholesale Underwriter	SGustafson@BlueRidgeSpecialty.com	224-645-1599
Jamey Smith	Wholesale Underwriter	Jamey@BlueRidgeSpecialty.com	864-324-2566
Jackson Mahon	Wholesale Underwriter	Jackson@BlueRidgeSpecialty.com	864-871-3375

Contacts cross-checked against <https://www.blueridgespecialty.com/about>. Shane Gustafson's current webpage role is Wholesale Underwriter; the supplied sheet says Business Development Manager.

Source transcription

Line breaks and punctuation normalized for readability. Source photographs follow. The source dates remain unknown.

Photo 2 | Berkley Prime Transportation

AL/APD/MTC/TGL | 15+ Power Units | Preferred and Standard fleets with good safety practices in place. Risks must be submitted between 15 and 90 days in advance of the effective date. Will consider nearly any dry van, reefer, flatbed, intermodal risk. Must be in business 3+ years. Not available in CA

Photo 2 | Berkley Small Business Solutions

AL/APD/MTC/TGL | 1-14 Power Units | Preferred Package Market for 1-14 power unit risks with at least 3 years in business. NO HOS OR UNSAFE CAB ALERTS ALLOWED. Not available in CA

Photo 2 | Nirvana - Trucking

(Non-Fleet & Fleet) AL/APD/MTC | 2+ Years in Business; 2+ Years CDL Experience | Local to Long Haul. Class: Dry Van, Flat Bed, Reefer, & Intermodal Integration with Telematics Required. Contact for State Availability

Photo 2 | American Inter-Fidelity Exchange

AL/APD/TGL | 10+ Power Units | Standard Package Market for 10+ power unit risks with at least 3 years in business. Prefer Mileage or Revenue based monthly reporting policies. Must be quoting APD in order to quote the Auto Liability.

Photo 2 | Rivington Partners - Trucking

AL/APD/MTC | Distressed Accounts | Dumps, Logging, Local Non CDL Box Trucks, NEMT, Public Livery Acceptable

Photo 2 | Incline / National General - North Carolina Risk Pool

Incline / National General Insurance | North Carolina Risk Pool | Any Type & Size of Risk

Photo 3 | Allied World

APD/MTC | \$25k Min. Premium MTC; \$40k Min. Premium APD | APD non-admitted/MTC admitted. Like larger fleets. Competitive rates with flexible deductible options. Strong policy forms written on annual reporting basis. Require historical TIV, mileage, power unit count, and Gross Receipts to quote.

Photo 3 | RLI Transportation

APD/MTC | 5+ Power Unit Risks | Admitted MTC market for 5+ power unit risks. Broad appetite for dry van, reefer, flatbed, and intermodal. Can accommodate higher MTC limits as well as designated shipper endorsements. Non-Admitted APD option as well. Can do monthly, quarterly, annual adjustment policies.

Photo 3 | Great American - Motor Truck Cargo

MTC | 1+ Power Units | Admitted MTC market for 1-10 power unit risks. Can consider risks above 10 power units. Up to a \$250k limit with \$1,000 deductible options. Broad appetite for dry van, reefer, flatbed, intermodal, Household Goods movers, mobile home toters, and auto haulers. New ventures OK. BRS has quote/bind authority with GAIG on risks up to 10 power units.

Photo 3 | Lloyd's / HDI / Hamilton - APD & Cargo

APD/MTC | 1+ Power Units; \$1,500 Min. Premium for APD | Will consider nearly any risk of any size. Fast turnaround times with 2 premier coverholders. Lloyd's or Non-Lloyds paper can be offered. Any size deductible options. Auto Haulers

Photo 3 | Distinguished

APD/MTC | \$10k Min. Premium | MTC written on admitted basis on SiriusPoint America paper. Great rates for cleaner risks. Can include driver error coverage for reefer haulers. Strong policy forms typically written on quarterly or annual reporting form.

Photo 3 | Travelers - Cargo & Physical Damage

MTC/APD | 15+ Power Units | MTC written on admitted basis (E&S in Florida). Very competitive rates for cleaner risks with 15 or more power units. Very strong policy form typically written on quarterly or annual reporting.

Photo 4 | Gemini Transportation Underwriters

Excess AL & GL | 10+ Power Units | Preferred and Standard fleets with good safety practices in place. Minimum Attachment point is \$1M. Insured must be in business for at least three years. Limits are \$1,000,000 - \$4,000,000 over \$1M primary - maximum of \$2,000,000 in Texas and Georgia. Accept general trucking accounts such as dry van, flatbed, light trucks, Hazmat & Non-Hazmat, Dry & Liquid Bulk.

Photo 4 | General Star - Excess AL & GL

Excess AL & GL | \$250K minimum attachment point on Auto Liability buffers (difference to \$1M CSL) | Preferred market for maximum limits of \$5M. Risk Appetite of airport shuttles, ambulances, charter buses, para-transit, petroleum product haulers, school buses, truckers, and waste haulers. Able to write excess coverage for Designated Truckload for Specified Contracts.

Photo 4 | Kinsale - Excess AL & GL

Excess AL & GL | 1+ Power Units & \$1M CSL Primary | Up to \$5M in capacity. Target classes are Appliance delivery, contractor auto fleets, energy/oil & gas auto fleets, NEMT, short or long haul trucking operations (including new ventures), tractor trailer fleets, last mile delivery. Follow form excess policy.

Photo 4 | Majestic Risk - Excess Auto Liability

Excess AL | \$100,000 Min. Premium | Up to \$10M in Capacity. Can write full \$5Mx1 or \$10Mx1 removing the need for a tower. Ability to write 1 or 3 year policy terms. Follow Form policy with a national distribution. Broad appetite for many different classes of business, including but not limited to, oilfield operations, fuel haulers, and many other high risk classifications.

Photo 5 | Nirvana - Business Auto

AL/APD | 1+ Units | All size fleets acceptable with telematics installed in majority of vehicles. Industry Classes are Construction, General Contractors, Artisan Contractors, Wholesalers, Distributors, Manufacturers, and Service Fleets. Limits up to \$1M. Additional Coverages Offered are HNO, Rental Reimbursement, WOS, and Primary & Non-Contributory.

Photo 5 | Rivington Partners - Business Auto

AL/APD | Distressed Accounts | Target Classes include but not limited to Dump Operations, Logging, Local Non CDL Box Trucks, NEMT, and Public Livery Acceptable. Capability to write some \$5M liability requirements.

Photo 5 | Navigators - A Brand of The Hartford

AL/APD/MTC | \$50,000 Minimum Premium | Target Classes include Dump Trucks, Contractors, Hospitality, Manufacturers, Transfer Stations, Waste and Recyclers, and Commercial Debris. Capabilities of \$1M Primary. Financial strength and backing of The Hartford Insurance Company A+ rating with AM Best

Photo 5 | LEEO - Business Auto

AL/APD | 1+ Units | Strong appetite for classes such as Last Mile Delivery, Light Business Auto Service/Artisan Contractors, and Non-Emergency Medical Transport.

Photo 5 | Berkley Fire & Marine

Inland Marine | Construction & Logistics | Key Coverage Offerings for construction are Contractors Equipment, Builders Risk, Installation Floaters, Infrastructure Projects, and Renewable Energy. Key Coverage Offerings for Logistics are MTC Legal Liability, Warehouse Legal Liability, and Contingent Cargo Liability.

Original source photographs

These are the six images supplied to Carrierlens. They are included unchanged so an agent or Blue Ridge representative can compare the reading edition with the source. The original company and market logos remain visible.

The territory sheet and the Displaced flyer describe different footprints. The current official webpage map is a separate brokerage-level source. Individual programs need state confirmation.

Original photograph 1



BLUE RIDGE SPECIALTY IS PLEASED TO
ANNOUNCE THE ROLLOUT OF AN EXCLUSIVE
AUTO LIABILITY PROGRAM WITH AN A.M.
BEST **A (EXCELLENT)** RATED CARRIER!

The Displaced Program, offered exclusively by Blue Ridge Specialty, is designed to help your agency place coverage for risks of 5 or more power units that are experiencing trouble finding auto liability coverage in the marketplace due to poor CAB scores or recent claims activity. Below are a few highlights of a typical risk that would fit the program:

- 🚛 In business 3+ years with 2 or more power units
 - 🚛 AM Best A (Excellent) rated paper for the Auto Liability
 - 🚛 Intermediate to Long Haul radius hauling flatbed, dry van, reefer, intermodal goods.
 - 🚛 Conditional DOT, Poor CAB scores, and/or Adverse Loss Experience ok
 - 🚛 Risks non-renewed by the standard market are ideal
 - 🚛 Rates start at \$14k per truck
 - 🚛 Last minute submissions can be turned around quickly
 - 🚛 Prefer to package the APD, MTC, and TGL with the Auto Liability
 - 🚛 Drivers required to have 2+ years' experience with a CDL
- Ineligible Risks: Dump Risks, Coal Haulers, Logging, Hazmat,
- 🚛 Oversize/Overweight, Drive-Away

Blue Ridge Specialty is a
Wholesale General Agency
and Program Manager
with Transportation
Expertise

Currently writing business
in 27 states

Ability to place AL, APD, MTC, and TGL with strong Admitted and Non-Admitted markets that target mid-size to large fleets

Contact us today if you
have a risk you would like
to discuss
<https://www.BlueRidgeSpecialty.com>

Mike Gordon

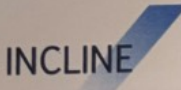
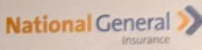
864-735-2582

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Shane Dennie

864-735-5522

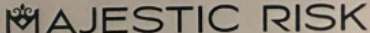
Original photograph 2

MARKETING CHEAT SHEET			
AUTO LIABILITY			
Market	Lines of Business	Minimums	Appetite/Notes
 BLUE RIDGE SPECIALTY			
 Berkley PRIME TRANSPORTATION a Berkley Company	AL/APD/MTC/TGL	15+ Power Units	Preferred and Standard fleets with good safety practices in place. Risks must be submitted between 15 and 90 days in advance of the effective date. Will consider nearly any dry van, reefer, flatbed, intermodal risk. Must be in business 3+ years. Not available in CA
 Berkley SMALL BUSINESS SOLUTIONS a Berkley Company	AL/APD/MTC/TGL	1-14 Power Units	Preferred Package Market for 1-14 power unit risks with at least 3 years in business. NO HOS OR UNSAFE CAB ALERTS ALLOWED. Not available in CA
 NIRVANA	(Non-Fleet & Fleet)AL/APD/MTC	2+ Years in Business 2+ Years CDL Experience	Local to Long Haul Class: Dry Van, Flat Bed, Reefer, & Intermodal Integration with Telematics Required *Contact for State Availability*
 AMERICAN INTER-FIDELITY EXCHANGE	AL/APD/TGL	10+ Power Units	Standard Package Market for 10+ power unit risks with at least 3 years in business. Prefer Mileage or Revenue based monthly reporting policies. Must be quoting APD in order to quote the Auto Liability.
 RIVINGTON PARTNERS	AL/APD/MTC	Distressed Accounts	Dumps, Logging, Local Non CDL Box Trucks, NEMT, Public Livery Acceptable
  INCLINE National General Insurance	North Carolina Risk Pool		
			Any Type & Size of Risk

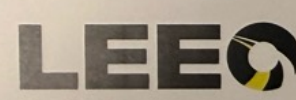
Original photograph 3

 MARKETING CHEAT SHEET			
AUTO PHYSICAL DAMAGE, MOTOR TRUCK CARGO, TRUCKERS GENERAL LIABILITY			
Market	Lines of Business	Minimums	Appetite/Notes
	APD/MTC	\$25k Min. Premium MTC \$40k Min. Premium APD	APD non-admitted/MTC admitted. Like larger fleets. Competitive rates with flexible deductible options. Strong policy forms written on annual reporting basis. Require historical TIV, mileage, power unit count, and Gross Receipts to quote.
	APD/MTC	5+ Power Unit Risks	Admitted MTC market for 5+ power unit risks. Broad appetite for dry van, reefer, flatbed, and intermodal. Can accommodate higher MTC limits as well as designated shipper endorsements. Non-Admitted APD option as well. Can do monthly, quarterly, annual adjustment policies.
	MTC	1+ Power Units	Admitted MTC market for 1-10 power unit risks. Can consider risks above 10 power units. Up to a \$250k limit with \$1,000 deductible options. Broad appetite for dry van, reefer, flatbed, intermodal, Household Goods movers, mobile home toters, and auto haulers. New ventures OK. BRS has quote/bind authority with GAIG on risks up to 10 power units.
LLOYD'S  	APD/MTC	1+ Power Units \$1,500 Min. Premium for APD	Will consider nearly any risk of any size. Fast turnaround times with 2 premier coverholders. Lloyd's or Non-Lloyds paper can be offered. Any size deductible options Auto Haulers
Distinguished.	APD/MTC	\$10k Min. Premium	MTC written on admitted basis on SiriusPoint America paper. Great rates for cleaner risks. Can include driver error coverage for reefer haulers. Strong policy forms typically written on quarterly or annual reporting form.
	MTC/APD	15+ Power Units	MTC written on admitted basis (E&S in Florida). Very competitive rates for cleaner risks with 15 or more power units. Very strong policy form typically written on quarterly or annual reporting.

Original photograph 4

MARKETING CHEAT SHEET			
Excess Auto Liability			
Market	Lines of Business	Minimums	Appetite/Notes
  GEMINI TRANSPORTATION UNDERWRITERS a Berkley Company	Excess AL & GL	10+ Power Units	Preferred and Standard fleets with good safety practices in place. Minimum Attachment point is \$1M. Insured must be in business for at least three years. Limits are \$1,000,000 - \$4,000,000 over \$1M primary - maximum of \$2,000,000 in Texas and Georgia. Accept general trucking accounts such as dry van, flatbed, light trucks, Hazmat & Non-Hazmat, Dry & Liquid Bulk.
	Excess AL & GL	\$250K minimum attachment point on Auto Liability buffers (difference to \$1M CSL)	Preferred market for maximum limits of \$5M. Risk Appetite of airport shuttles, ambulances, charter buses, para-transit, petroleum product haulers, school buses, truckers, and waste haulers. Able to write excess coverage for Designated Truckload for Specified Contracts.
	Excess AL & GL	1+ Power Units & \$1M CSL Primary	Up to \$5M in capacity. Target classes are Appliance delivery, contractor auto fleets, energy/oil & gas auto fleets, NEMT, short or long haul trucking operations (including new ventures), tractor trailer fleets, last mile delivery. Follow form excess policy.
	Excess AL	\$100,000 Min. Premium	Up to \$10M in Capacity. Can write full \$5Mx1 or \$10Mx1 removing the need for a tower. Ability to write 1 or 3 year policy terms. Follow Form policy with a national distribution. Broad appetite for many different classes of business, including but not limited to, oilfield operations, fuel haulers, and many other high risk classifications.

Original photograph 5

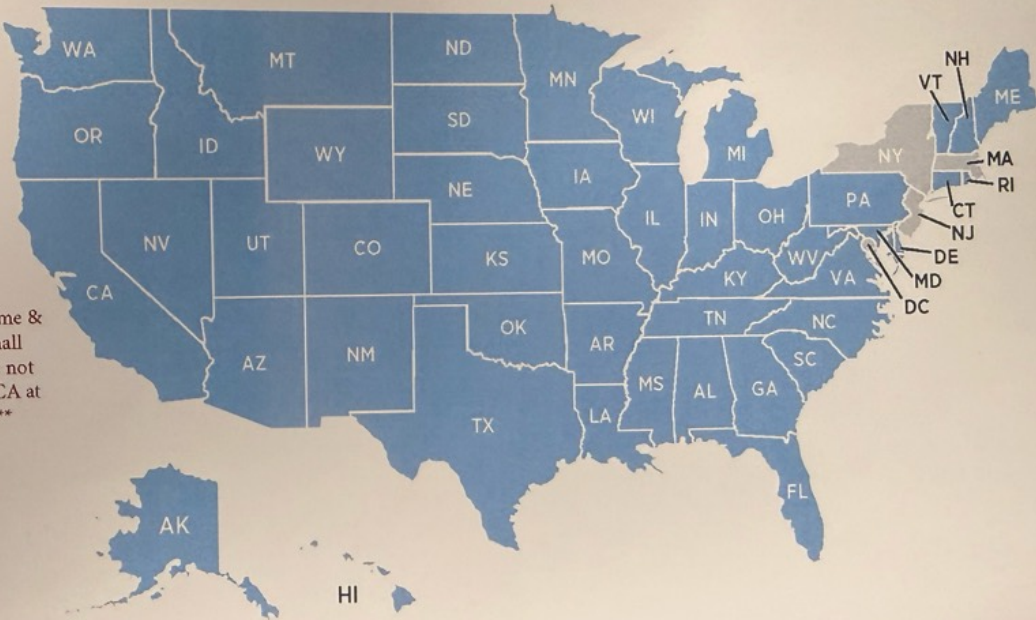
 MARKETING CHEAT SHEET			
Business Auto Liability & Construction Inland Marine			
Market	Lines of Business	Minimums	Appetite/Notes
	AL/APD	1+ Units	All size fleets acceptable with telematics installed in majority of vehicles. Industry Classes are Construction, General Contractors, Artisan Contractors, Wholesalers, Distributors, Manufacturers, and Service Fleets. Limits up to \$1M. Additional Coverages Offered are HNO, Rental Reimbursement, WOS, and Primary & Non-Contributory.
	AL/APD	Distressed Accounts	Target Classes include but not limited to Dump Operations, Logging, Local Non CDL Box Trucks, NEMT, and Public Livery Acceptable. Capability to write some \$5M liability requirements.
	AL/APD/MTC	\$50,000 Minimum Premium	Target Classes include Dump Trucks, Contractors, Hospitality, Manufacturers, Transfer Stations, Waste and Recyclers, and Commercial Debris. Capabilities of \$1M Primary. Financial strength and backing of The Hartford Insurance Company A+ rating with AM Best
	AL/APD	1+ Units	Strong appetite for classes such as Last Mile Delivery, Light Business Auto Service/ Artisan Contractors, and Non-Emergency Medical Transport.
	Inland Marine	Construction & Logistics	Key Coverage Offerings for construction are Contractors Equipment, Builders Risk, Installation Floaters, Infrastructure Projects, and Renewable Energy. Key Coverage Offerings for Logistics are MTC Legal Liability, Warehouse Legal Liability, and Contingent Cargo Liability.

Original photograph 6



MARKETING CHEAT SHEET

Blue Ridge Specialty currently writes in the highlighted states below. If you have some business in a state where BRS is not licensed, give us a call to discuss further. We are always open to further expansion into states where we can help you place coverage for your transportation clients.



****Berkley Prime & Berkley Small Business are not available in CA at this time****

Contact Blue Ridge Specialty Today!

Scott Hertzog Wholesale Underwriter SHertzog@BlueRidgeSpecialty.com 616-214-0417	Kyle Vanderwalker Wholesale Underwriter kyle@blueridgespecialty.com 716-564-7575	Scott Taylor Wholesale Manager Scott@BlueRidgeSpecialty.com 864-923-5722	Shane Gustafson Business Development Manager SGustafson@BlueRidgeSpecialty.com 224-645-1599	Jamey Smith Wholesale Underwriter Jamey@BlueRidgeSpecialty.com 864-324-2566	Jackson Mahon Wholesale Underwriter Jackson@BlueRidgeSpecialty.com 864-871-3375
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