



Insuring New HorizonsSM

Aviation Insurance

Premier Products, Services and Solutions
- Corporate Overview



Old Republic Aerospace - Building on Experience.

Old Republic Aerospace, Inc. (ORAE) is a leading insurance provider serving the aviation marketplace. With over 35 years of aviation insurance experience, we have grown our business by focusing on and understanding the unique challenges of our clients and designing precise risk insurance solutions to meet their needs. We take great pride in partnering with our clients, earning their trust and exceeding their expectations.

No matter what industry you're in, having the right aviation protection for your aircraft and business is essential.

Our underwriting approach is not process-driven; rather we take a creative, adaptable approach to accepting and pricing risk. We specialize in managing a broad risk appetite and designing innovative risk solutions. Day in and day out we demonstrate our ability to provide quality insurance, risk control and claims services in accordance with our clienteles' expectations.

ORAE is an organization that values partnerships and long-term relationships. We have a proven, exemplary reputation for being aviation insurance specialists, for having financial strength and stability and for our superior service. We are here to support our business partners for the long run.

Executive Management



Ralph Sohl
President and Chief
Executive Officer



Mike Warren, Esq.
Executive Vice President
General Counsel &
Director of Claims



Craig Benn
Executive Vice President
Workers' Compensation
Underwriting



Gary Churchill
Executive Vice President
Chief Operating Officer



Brian Donnelly
Senior Vice President
Major Risks Underwriting



Jeff Moitozo
Senior Vice President
Corporate, Airport, NCP
Underwriting



Gordon Murray
Senior Vice President
Compliance &
Administration



Wes Collier
Senior Vice President
Pleasure and Business
Underwriting



JT Helms
Senior Vice President
Agricultural Aviation Underwriting

The Old Republic Difference.

Aviation Specialists

- Experienced, highly respected management team
- Stable, passionate and consistent underwriting culture
- Well-recognized brand name in the aviation insurance industry

Financial Strength

- Parent company, Old Republic International Corporation, is one of the nation's 50 largest publicly held insurance organizations
- Significant financial strength and claims-paying ability
- Strong financial management and accounting practices
- Solid reputation throughout the aviation industry
- Insurance contracts are underwritten and issued by Old Republic Insurance Company, rated A+ (Superior) by A.M. Best, A2 Stable by Moody's and A+ Stable by Standard & Poor's

Superior Service

- Committed, in-house aviation claims expertise
- Regional claim offices strategically located in all major time zones providing local service
- Expert, tailored risk control services
- Innovative technology platforms
- Extensive, nationwide agent / broker network

Branch Management Officers



Gary Fey
Atlanta Branch



Daniel Bullard
Dallas Branch



Paul Howard
New York Branch



John Pristas
Seattle Branch



Todd Fallbacher
Chicago Branch

Few insurance providers can match ORAE's experience and commitment to the aviation marketplace. It's the reason we have remained a reliable insurance partner for over 35 years.

Underwriting - Flexible Solutions for Today's Aviation Customer.

Business Aircraft / Corporate Aviation

ORAE understands the common and unique needs of business aircraft operators. We can provide an extensive portfolio of aircraft liability and physical damage coverages for today's aviation aircraft. Coverages that can be combined and tailored to our clients' unique set of risks include:

- Business aircraft /corporate fleets
- Aircraft management companies
- Turbine pleasure and business
- Commercial / charter aircraft operators
- Non-owned aircraft

Commercial Aviation

Commercial aviation provides critical services to airports, aircraft owners and operators, as well as numerous other aviation-related operations. These businesses face a unique and broad set of risk challenges. We understand these multifaceted exposures and can provide insurance coverage solutions specific to the needs of commercial aviation businesses including:

- Unmanned Aerial System Operations (UAS)
- Fixed-base operators (FBO), fueling operations, privately owned airports
- Maintenance, repair and overhaul (MRO) operations
- Charter services, flight schools and university flight programs
- Aircraft repair and service facilities
- Pay-By-The-Hour Insurance Program

Workers' Compensation

As a long-term, leading provider of aviation workers' compensation coverage, we have the expertise to address the unique needs of aviation businesses and flight operations. Our dedicated in-house team of experienced workers' compensation underwriters enables us to service a wide range of aviation accounts on either a mono-line or supported basis. Program offerings include:

- Guaranteed cost and loss sensitive plans
- Repatriation expense for foreign travel
- Sliding scale dividend program
- NBAA Workers' Compensation Insurance Program-all NBAA member companies are eligible

Manufactured Products

An aviation manufactured products liability policy protects the manufacturer against third party legal liability arising from physical damage or bodily injury as a result of an alleged product failure or defect. Liability limits up to \$100 million CSL including property damage, bodily injury and grounding liability. Optional war and terrorism coverage is available. Coverages include:

- Personal injury and advertising injury
- Airport premises liability
- Hangerkeepers' liability with option to include in-flight exposure
- Non-owned aircraft

Airlines

We are pleased to offer a comprehensive range of products and services for all airline operations - scheduled airlines, national airlines, regional airlines, charter airlines, cargo airlines and supplemental operators.

Coverages include:

- Physical damage coverage
- Spares coverage
- Comprehensive airline liability:
 - Third party legal liability
 - Personal injury
 - Products / completed operations
 - Baggage liability
 - Passenger liability
 - Non-owned liability
 - Cargo and mail liability
 - Medical payments
 - Workers' Compensation

Airports and Government Entities

Our airport and government entity team has the expertise to underwrite comprehensive and competitively priced aviation insurance products. We provide specialized, industry-specific products and services for:

- Commercial airport owners and operators
- General aviation airport owners and operators
- Government / municipal aircraft (fixed-wing and rotor-wing)

Agricultural Aviation

We can provide a full array of aircraft physical damage and liability coverages designed for aerial applicators operating piston or turbine powered aircraft, fixed-wing or rotor-wing. We know that every business is different so we take the time to match the right coverage to our clients' particular needs.

Light Aircraft / Pleasure & Business

In addition to hull, liability and medical expense coverages, we offer one of the most extensive array of coverage solutions for light aircraft including use of non-owned aircraft, hurricane relocation expense reimbursement, search and rescue, runway foaming, extra expense for renting a replacement aircraft and much more. We can underwrite single engine and multi engine aircraft including:

- Tailwheel, high-performance, pressurized / cabin class, sea planes (straight float and amphibious) and SLSA

Claims Management - Dedicated Expertise.

Our dedicated claims specialists include aviation adjusters, attorneys and pilots who average over 15 years of aviation claims experience and can effectively manage all facets of aviation-related claims ranging from simple property damage to the most complex aviation accident. Additionally, the claims team's partnership with our aviation underwriting professionals and risk control experts assures a proactive approach to risk avoidance and mitigation.

Our mission:

The mission of the Old Republic Aerospace claims team is to act with the utmost professionalism to protect the interests and integrity of our insureds by promptly and fairly resolving claims. Our goal is to help our insureds get back to doing what they know best - operating their business or aircraft. We strive to provide the most professional comprehensive service in the industry.

First-rate service whenever you need it:

- Claims reporting and acknowledgment is available 24 / 7 / 365 either online or by telephone
- Clients are contacted within 24 hours of notifying us of a loss and immediately in the event of an emergency. In addition, clients receive regular updates on the status of the claim.
- Our aviation claims professionals are ready to respond 24 hours a day, 365 days a year with the authority to make critical decisions including loss payments to policyholders and appropriate loss payees
- The Old Republic Aerospace claims team promptly reviews each reported claim and undertakes a thorough factual investigation. This permits us to make timely decisions concerning coverage, liability and damages and thereby efficiently resolve claims.
- Our claims team has access to an extensive network of aviation experts and attorneys to address the needs of each claim and aviation resources including appraisers, engineers, technicians and investigators that offer valuable professional support
- Old Republic Aerospace provides a fully trained and equipped emergency response team ready to deploy at a moment's notice to a major accident site

Salvaged Aircraft

- ORAE provides a vastly superior salvage website where the buying experience is enhanced. New features include multiple photos, videos, maps of the wreckage location and aircraft related documents - www.aircraftsalvageonline.com

"I worked with Kris McCabe and was very impressed. Her professionalism and competence went beyond expectation. Never once was there hesitation or lack of knowledge or authority. I have replaced my plane and will NOT insure with anyone else, even at a higher cost. Thanks for being a company of excellence in a world of shoddy business capability."

Robert Weaver
Bobnruth Services, LLC



Risk Control - Unique Skills. Specialized Services.

An important part of staying in touch with our aviation clients' needs is finding new ways to reduce risk and prevent loss that may not previously have been considered. The Old Republic Aerospace Risk Control Program is a value-added service that we provide to our insureds at no additional cost, to mitigate the frequency and severity of losses. Through our consultative services, we provide recommendations for process improvement to reduce risk to equipment, property and personnel.

Our dedicated, in-house, highly experienced risk control professionals have extensive backgrounds in airport safety, flight operations, emergency response planning and aircraft maintenance.

We also offer personalized risk management programs to mitigate loss exposures, control costs and improve processes in conjunction with our claims services.

Customized services to meet your risk control needs:

- On-site safety and risk management surveys
- Assessment of ramp, maintenance and flight activities
- Review and assist in emergency response plan development
- Assessment of training programs and procedures
- Provide safety training related to workers' compensation, property and liability exposures
- Evaluation of accident investigation and "near miss" programs
- Provide hazard analysis training and risk mitigation training
- Provide safety data analysis and performance metrics of workers' compensation losses



Old Republic Aerospace Office Locations

Underwriting Office Locations



(Home Office)

Southeast Region
Kennesaw, GA 30144
Tel: 770.590.4950
Fax: 770.590.0599

Midwest Region
Lisle, IL 60532
Tel: 630.369.1076
Fax: 630.369.1221

Northeast Region
New York, NY 10038
Tel: 212.607.2624
Fax: 212.607.2614

Southwest Region
Dallas TX 75248
Tel: 972.991.7223
Fax: 972.720.1117

West Region
Renton, WA 98057
Tel: 425.277.7407
Fax: 425.277.0112

Claims Office Locations



California
Newbury Park, CA 91320
Tel: 805.496.7181
Fax: 877.223.3830

Colorado
Northglenn, CO 80234
Tel: 303.989.7902
Fax: 720.247.4884

Georgia
Kennesaw, GA 30144
Tel: 770.590.4950
Fax: 770.919.8646

Idaho
Middleton, ID 83644
Tel: 208.350.6477
Fax: 720.247.4884

Illinois
Lisle, IL 60532
Tel: 630.369.1076
Fax: 630.369.1221

Maryland
Baltimore, MD 21204
Tel: 410.321.0314
Fax: 877.223.3830

Missouri
Chesterfield, MO 63017
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Texas
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Underwriting and Claims Offices Co-located

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OLD REPUBLIC INSURANCE GROUP

*The benefits stated are
illustrative and by no
means exhaustive and
services can always
be customized to meet
our insured's needs.*