



# Med James, Inc.

A MANAGING GENERAL AGENCY | WHOLESALER

---

## COVERAGE AREAS:

- General Liability
- Products Liability
- Environmental Liability
- Premises Liability
- Wrap-ups
- Excess & Umbrella Liability

## HIGHLIGHTS

- "A-" or better rated Carriers
- Layered Programs
- Multi-state risks
- \$7,500 MP for most primary classes

---

## TARGETED CLASSES:

### Contracting

- Alarm/Fire Suppression
- Commercial (General, Demolition, Masonry, Excavation, Plumbing)
- Commercial/Residential contractors
- Heavy Industrial and Infrastructure Contractors
- HVAC
- Roofers (Commercial & Residential)
- Single Family Home Builders
- Subcontractors
- Wrap-Ups (OCIP and CCIP)

### Environmental

- Chemical Manufacturing/Distribution
- Hazardous Waste Transporters
- Recycling
- Remediation/Restoration Contractors

### Premises Liability

- Apartments – Habitational Packages
- Commercial

### Premises Liability (continued)

- Hospitality
- Vacant Buildings/Land

### Manufacturing

- Alarm
- Ammunition/Explosives
- Discontinued Products
- Hand Guns
- Heavy machinery
- Scaffolding
- Tough Commercial Products
- Tough Consumer Products
- Pipe & Valve Manufacturers

### Energy

- Contractors
- Drilling
- Lease Operators/Non-Operators
- Manufacturers
- Pipeline Inspection

---

## RECENT SUCCESSES:

- Glazing Contractors with \$3M receipts - \$35,000 primary GL and Property Package
- Manufacturer of Industrial Heating Equipment with \$1.5M receipts - \$12,500 Primary GL
- Residential Roofing Contractor with \$3.5M receipts - \$35,000 Primary GL
- Alarm Installation Contractor with \$1M in receipts - \$8,500 Primary GL
- Barricade rental and contracting company with \$750K in sales - \$8,250 GL & \$4,735 \$1M XS Premiums
- Concrete contractor with \$20M in sales - \$2M FFXS for \$21,500
- Distributor of fuel additive products with \$1M in sales - \$17,500 GL Premium
- Environmental safety contractor with \$1.5M in sales - \$10,700 GL/PL/Poll premium
- Fire suppression contractor with \$20M in sales - \$150,000 GL/Prof
- Gym equipment distributor with \$5M in sales - \$22,500 GL Premium
- Heavy industrial manufacturer for Department of Defense with \$275M in sales - \$190,000 GL
- Manufacturer of first responder central station alarms with \$3M in sales - \$27,000 GL
- Pipeline contractor with \$12M in sales - \$180,000 \$10M XS premium
- Pipeline Inspection Contractor with \$7M receipts - \$95,000 primary + \$4M XS
- Railroad contractor with \$3M in sales - \$28,500 GL + \$2M XS Premium
- Safety harness manufacturer with \$6M in sales - \$50,000 GL premium
- Steel Erection contractor with \$12M in sales - \$63,000 GL Premium + \$22,000 for \$2M XS

---

**Andrew Nausser** / Broker

MJI Brokerage – A Division of Med James Inc.

P.O. Box 2014 | Shawnee Mission, KS 66201

anauser@medjames.com / 913-663-5500 x6080 / 913-710-1654 cell