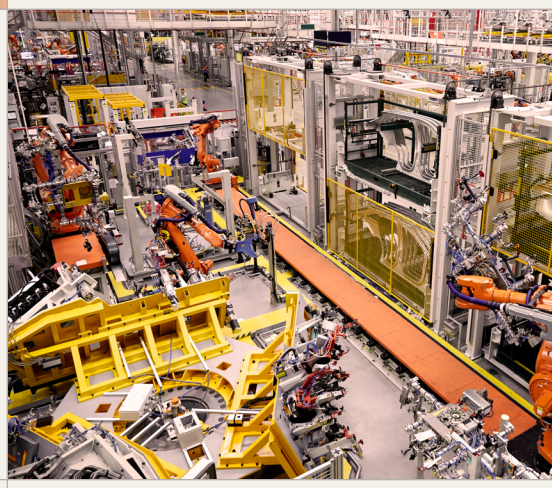
Primary casualty – wholesale

The casualty market is challenging, and that's where Markel can add meaningful value. We commonly underwrite accounts with revenues between $1 million and $50 million, while maintaining the flexibility to consider both smaller and larger risks based on their unique characteristics.

While we can write vanilla risks, we provide the most value when evaluating accounts with unique risks and compelling stories. Whether it's a new venture, a business that has experienced a single shock loss, a strong account in a challenging segment or an insured with diverse operations, we take the time to understand the full story and explore solutions that align with your clients' needs.



Target classes

- Manufacturers, distributors, importers and resellers (occurrence or claims-made)
- Real estate and hospitality
  - LRO, offices, vacant land, vacant buildings, warehouses, shopping centers
  - cafes, delis, restaurants, hotels and motels (including liquor liability with GL coverage)
- Mercantile
  - Retailers, e-tailers, grocery stores, convenience stores
- Professional services
  - Consultants, marketing, accounting, engineering firms (professional is handled separately)
- Construction
  - Specialty artisan contractors (painting, electrical, plumbing, HVAC, metal work, landscaping, and commercial maintenance)
  - General contractors - commercial, industrial and select residential (custom homes and remodelers)
  - Project policies (commercial and industrial with limited residential)
  - Owners interest

Ineligible classes

- Apartments (incidental unit exposures considered)
- Night clubs and gentlemen's clubs
- Cannabis operations
- Construction - new tract home or condo work

Minimum premium

- Minimum premium is generally $5,000, though it may vary based on the class of business, venue, or unique risk characteristics.

Related coverages

- Life Sciences
- Environmental
- Energy

What sets us apart

- Our sweet spot is $10k-$100k in premium (<$50M in revenue).
- Efficient quoting process with decisions made in the field.
- Flexible deductible structures, including first-dollar coverage for qualifying low-frequency risks.
- Broad casualty capacity, including increased limits on supported and unsupported structures.
- Ability to add hired and non-owned auto, employee benefits liability, or stop gap to address coverage needs.
- Evanston Insurance Company (non-admitted)
- Strong financial strength ratings and longstanding commitment to the specialty insurance market, providing our brokers and insureds with stability and confidence.

MARKEL

Regional Contacts

View the wholesale contact directory

Submissions

(See map in directory link above)

Southeast:
southeast@markel.com
West:
west@markel.com
Central:
central@markel.com
Northeast:
northeast@markel.com

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Whether you are a business, organization or individual we are passionate about helping you prevent losses and will be there to help get you back on track when the unexpected happens.

For more information on our loss prevention and claims services, visit:
markel.com/claims

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