

Take Flight With W. Brown & Associates



About W. Brown...

W. Brown & Associates was founded in 1987 with a clear goal in mind - to offer the aviation community insurance products and services that were consistently better than those otherwise available.

Although aviation insurance was our initial focus, consumer response was so positive that a Property & Casualty Division was added in 1988 and then expanded in 1991 with the addition of a Commercial Auto department. We now support all of these programs from our recently expanded headquarters in Irvine, California.

Recent world events have posed many challenges for the aviation insurance industry. W. Brown & Associates has nonetheless continuously offered reliable insurance products and services. In 2004, as always, we will focus first and foremost on the needs of our clients. Our mission today is the same as it was in 1987 - to offer the most dependable insurance products and services available anywhere.

We are pleased to continue our exclusive underwriting relationship with XL Specialty Insurance Company for 2004. They are exceptional business partners and we greatly value their support. XL Specialty is a member of the XL Capital Ltd. family and enjoys an A+, XV rating from A.M. Best.

**Find Applications and
Sample Policies at:
www.wbais.com**



The W. Brown Team...

Bill Brown - Chairman
Scott Brown - President
Vince Zimmerer - Executive Vice President
John Del Vecchio, Vice President

Underwriters
Ernest De Spain, Vice President
Denise Brookens, AVP Ken Schmidt, AVP
Lisa Matthews, Mike Myers, Mark Pennington

Available Classes of Insurance...

W. Brown can offer coverage in the following classes of insurance:

Aircraft Hull: up to \$10,000,000

Aviation Products: \$ 50,000,000 CSL

Airport Liability: \$ 50,000,000 CSL

Ground Operations: \$ 50,000,000 CSL
Coverage is available for FBO's, Premises Liability, Hangarkeeper's Liability, Products Liability, Completed Operations and more.

Aircraft Liability:
Charter & Industrial Aid: \$ 50,000,000 CSL

Preferred P&B \$ 5,000,000 CSL

Routine P&B and
Instruction & Rental: \$ 1,000,000 CSL
(Subject to Per Passenger Limit of \$100,000)

Admitted Mexican Insurance Available for
Tourist and Commercial Use

Agricultural Liability (renewals only):

Bodily Injury: \$100,000 / \$300,000
Property Damage: \$100,000
Treated Crops: \$25,000 / \$50,000

Increased Limits Available...

Looking for higher limits? Call W. Brown first! We can often provide access to coverage sufficient to meet your larger aviation needs using our reinsurance relationships in London and elsewhere.

Claims Handling...

At W. Brown, we know that aviation claims are complex and require prompt and expert response. Our clients expect the finest available claims service and we deliver it!

Continuing a working relationship with W. Brown that dates back almost 30 years, the law firm of Kern and Wooley, LLP coordinates all claims and legal services. Under Bob Kern's direction, the K&W staff works together with a national team of independent professionals to deliver prompt and equitable results.

Claims connected with W. Brown aviation policies can be reported to:

Mr. Robert Kern
Kern and Wooley, LLP
10900 Wilshire Boulevard, Suite 1100
Los Angeles, CA 90024
Phone: (310) 824-1777 Fax: (310) 824-0892

or

Roberta Jones, AVP - Claims Liaison
W. Brown & Associates Insurance Services
19000 MacArthur Boulevard, Suite 700
Irvine, CA 92612
Phone: (949) 851-2060 Fax: (949) 851-2155

W. Brown & Associates offers its aviation insurance products only through our network of over 600 independent insurance agents & brokers. If you are unable to locate one near you, call us and we will gladly refer you to several in your area.

New business and renewal quotes are available up to sixty days before the coverage effective date. Quotes can be requested even earlier to when a client's bid process requires additional time.

Our underwriters offer prompt and convenient quotes for a wide array of coverage by phone, fax or mail.

You can reach us by phone at:

(949) 851-2060 (voice)
(949) 851-2155 (fax)

Or you can visit us online at:
www.wbais.com

[Cover Photo Courtesy of Hank Nix](#)



W. Brown & Associates offers a wide range of insurance products including:

Aircraft Hull & Liability

Aircraft Products Liability

Airport Liability

Control Towers

Fixed Base Operations

(repair stations; fuelers;
sales demo, instruction,
rental & charter operations;
pleasure & business aircraft)

Industrial Aid

Non-Owned Aircraft Liability

Admitted Mexican Coverage

Coverage Offered In 49 States

This Brochure is for your information only. It confers no insurance coverage whatsoever. The contents of This brochure are subject to change without notice.

19000 MacArthur Boulevard, Suite 700
Irvine, CA 92612
Phone: (949) 851-2060 Fax: (949) 851-2155
California License No. 0731207
E-mail us at avinfo@wbais.com

**W. BROWN & ASSOCIATES
INSURANCE SERVICES**

**2004
GENERAL INFORMATION**

&

**AVIATION
UNDERWRITING GUIDE**