

MIDWEST EMPLOYERS CASUALTY COMPANY

Midwest Employers Casualty Company, through our service innovations, assists our self-insured, large deductible and reinsurance clients achieve best practice results in their workers' compensation programs.



A BERKLEY COMPANY

OUR MISSION

Midwest Employers Casualty Company's (MECC) goal is to be the nation's premier workers' compensation excess insurance carrier. In addition to offering quality excess insurance, MECC is committed to helping self-insureds reduce their Total Cost of Risk (TCOR).

COMPANY DESCRIPTION

Since its formation in 1986, MECC has focused exclusively on providing workers' compensation excess insurance products to individual employers and groups across the country. Workers' compensation excess of loss products include self-insured excess, large deductible and reinsurance. MECC also partners with Berkley Net Underwriters, LLC to offer Texas Non-Subscriber Workers' Compensation coverage.

MECC's customer focus continues to evolve and strengthen. We combine our employees' detailed knowledge of our customers with a sophisticated statistical approach, including benchmarking techniques, to produce both superior risk selection and a more accurate pricing tool for the underwriting process. Additionally, this same approach provides the foundation for the client services MECC has developed and employs to assist its clients reduce their Total Cost of Risk. Through MECC, a client can now identify areas for improvement in their workers' compensation program, select and install MECC service solutions specific to their needs, and consequently improve their financial performance. Combining unique services with the excess policy adds value beyond the standard workers' compensation excess insurance policy and enhances client loyalty throughout the market cycle.

HOW MIDWEST EMPLOYERS CASUALTY COMPANY IS DIFFERENT

We are redefining the way businesses buy excess workers' compensation insurance by helping employers manage their Total Cost of Risk.

For years, clients, agents and insurance companies alike have often treated the purchase of excess insurance as just another financial transaction. Success or failure of any insurance renewal is based on how much more or less the insured pays in the insurance transaction. This transaction mindset has historically failed all parties involved, resulting in cyclical swings in insurance availability and cost.

MECC has therefore seized upon a unique opportunity. We have created a series of tools that enables employers to significantly reduce their overall program costs – not through the insurance transaction but by managing loss. We call this approach managing the Total Cost of Risk.

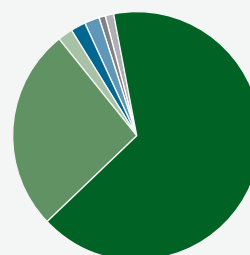
Our clients know we will be there when unforeseen losses occur. And, they have also come to rely upon us as a valuable business associate who provides the tools and technology they need to operate and manage a successful self-insured program on an ongoing basis. MECC is not only financially strong, but committed to delivering quality excess insurance and service to the self-insured marketplace.

FINANCIAL HIGHLIGHTS

As a member company of W. R. Berkley Corporation, Midwest Employers Casualty Company continues to remain financially strong with an A.M. Best rating of A+ (Superior), Financial Size Category XV. MECC also maintains an A+ (Strong) Financial Strength Rating from Standard & Poor's.

PREMIUM DISTRIBUTION

By Line



Excess WC	67%
Reinsurance WC	26%
Guaranteed Cost WC	2%
Other Liability	2%
Large Deductible WC	1%
Surety	1%
Assigned Risk WC	1%



MELODEE J. SAUNDERS
President & Chief Operating Officer

Melodee Saunders joined MECC in 1991. She is a Fellow of the Casualty Actuarial Society and Member of the American Academy of Actuaries. Throughout her tenure with MECC she held various positions including Vice President – Actuarial Services, Vice President – Information Technology, and Senior Vice President. She was promoted to President & Chief Operating Officer in January 2001.



DISTRIBUTION

MECC distributes its insurance products and TCOR reducing services through a nationwide agency network. MECC works best with agents that focus on helping clients lower their Total Cost of Risk. For these agents, MECC's TCOR reducing services are invaluable. By helping these agents attend to both the coverage needs and loss reducing objectives of clients, MECC helps differentiate its agents from those that just sell price.

MECC supports its agency network through a field sales support team. Our sales professionals work with agents to tailor coverages and services to the specific needs of each client.

ABOUT W. R. BERKLEY CORPORATION

W. R. Berkley Corporation, founded in 1967, is one of the nation's premier commercial lines property casualty insurance providers. Each of the operating units in the Berkley group participates in a niche market requiring specialized knowledge about a territory or product. Our competitive advantage lies in our long-term strategy of decentralized operations, allowing each of our units to identify and respond quickly and effectively to changing market conditions and local customer needs. This decentralized structure provides financial accountability and incentives to local management and enables us to attract and retain the highest caliber professionals. We have the expertise and resources to utilize our strengths in the present environment, and the flexibility to anticipate, innovate and respond to whatever opportunities and challenges the future may hold.

CONTACT INFORMATION

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