For insurance carriers seeking a comprehensive, flexible, best-in-class inland marine program with extensive industry acceptance, AAIS delivers the property/casualty industry’s premier resource for forms, rating procedures, underwriting guidelines and other information for the traditionally nonfiled inland marine classes.

To ease implementation, AAIS’s Inland Marine Guide forms, rules and rating procedures are filed in jurisdictions that do not exempt inland marine insurance from filing requirements.

The AAIS Inland Marine Guide provides:
- More than 450 multistate forms, endorsements and schedules, plus required state-specific endorsements for the following classes:
  - **Construction**: Builders’ Risk, Civil Works Projects, Contractors’ Combination, Contractors’ Equipment, Installation Floater, Riggers Coverage
  - **Communications**: Radio and TV Towers and Equipment
  - **Electronic Data Processing**: Coverage for hardware, software and data compromise
  - **Fine Arts**: Fine Art Dealers, Fine Arts Floater, Museums Coverage
  - **Floaters**: Bailee, Exhibition, Processing Risks, Sales Representatives, Scheduled Property, Mobile Equipment, Patterns and Dies
  - **Logistics**: Warehouse Operators, Motor Truck Cargo, Contingent Cargo
  - **Transit**: Trip Transit, Owners’ Cargo, Transportation
  - **Other**: Difference in Conditions, Drones, Equipment Sales and Rental, Installment Sales, Infrastructure Property, Irrigation Equipment, Mobile Medical Equipment, Renewable Energy Generating Equipment, Railroad Rolling Stock, Cold Storage Lockers, Golf Courses
- Rating procedures with guidelines for selecting loads and factors.
- Reference material to effectively write inland marine coverages, including:
  - Underwriting guidelines that address risk selection, hazards, optional coverages and loss control
  - Detailed explanation of coverages
  - Coverage form comparisons
- Sample disclosure notices.

**Hi-Tech Delivery**
- Online delivery of forms, rating procedures, rating information and related material.

For more information on the AAIS commitment to quality member focused service, contact an AAIS advisor.
Superior Service Supporting Member Growth

AAIS solutions are supported by a modern infrastructure, advanced technologies and a team of experienced and dedicated AAIS Advisors committed to delivering superior service...a hallmark of the AAIS approach.

Compliance, Filing and Government Affairs

All AAIS programs are supported by a team of lawyers, government affairs and product compliance specialists dedicated to monitoring laws and regulations impacting forms and rates. Members gain confidence knowing AAIS forms and manuals are kept up-to-date and fully compliant with the latest laws and regulations.

Statistical Reporting Services

For decades, AAIS has been a licensed statistical agent in 51 jurisdictions for all P&C lines, collecting data that helps Members meet regulatory statistical reporting responsibilities. Data reported to AAIS supports loss cost development and ratemaking that aids in the development of new products. AAIS statistical reporting services are included in Association Membership agreements and earn Members Preferred Pricing on their AAIS program affiliations (forms, manual rules, and rating info).

Actuarial Advice and Counsel

AAIS programs are fueled by our accredited actuarial specialists with the data, expertise, and tools to deliver credible, refined rating information. The AAIS actuarial team provides valuable counsel to Members' actuarial operations, particularly when considering new markets or exploring new rating variables.

Stride Insurance Solutions

Stride integrates the next generation capabilities of AAIS with advanced insurance technologies and support to deliver customized, modern programs with advanced infrastructure. The Stride team collaborates with Partners to develop unique solutions only offered by AAIS. Stride is dedicated to helping Members leverage emerging technologies and opportunities to enhance efficiency and promote growth.

- Builders’ Risk, Contractors’ Equipment, Installation Floater, Riggers’, Scheduled Property Floater and Motor Truck Cargo classes are supported by the AAIS Underwriting Platform (UP). UP is a centralized, flexible, cost-effective cloud-based application for managing a company’s inland marine product line.
- Online rating tool for the other IMG classes.
- Materials available on the other IMG classes.

Dedicated Service

- Inland Marine experts to respond to your inquiries and support your success.
- Compliance team dedicated to keeping AAIS programs compliant.
- Onboarding services to identify solutions for affiliates and define and deliver customized onboarding services to ensure efficient implementation of AAIS programs.
- Statistical reporting services.

For more information...

To find out more about AAIS’s Inland Marine solutions contact:

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Bob has been with AAIS since 1992, and also has 18 years of experience as an inland marine manager at the branch, regional, and home office level for CNA and Zurich American. During his years at AAIS, Bob has been the principal developer of the AAIS Commercial Output Program and the Inland Marine Guide. Bob has been invited to speak at numerous industry meetings, and served for several years as a member of the legislative and regulatory affairs committee of the Inland Marine Underwriters Association (IMUA). He is a graduate of Hillsdale College in Michigan.