

A collage titled "THE INSURANCE MARKETPLACE" featuring various images and text related to insurance. The title is in large, bold, white letters at the top. Below it, there are several smaller images: a person walking on a path, a semi-truck, a person in a suit, a hot air balloon, and a group of people. The background is a textured green with faint, repeating text like "Home", "Food Street Vendors", "Church", "Marine Hall", "National market directory of", "services", "BIRTH", "CENTERS LIABILITY", "MANAGED", "CARE", "ERRORS", "WITH TORT/CAL", "STOCK BROCK", "AND DISCLOS", "Billing", "NURSES", "PROFESSIONAL", "SHS LIABILITY", "Adhesives", "E", "Logistics", "CO", "2023".

# 2023 Media Kit

**Publication Date:**  
**January 2023**

NATIONAL MARKET DIRECTORY OF EXCESS, SURPLUS,  
SPECIALTY LINES AND INDUSTRY SERVICES

## ptometrists rofessional Liability

# THE INSURANCE MARKETPLACE®

**Put your  
specialty  
front and  
center!**

Connect instantly with agents who need your specialty products. Be confident that polished, knowledgeable professionals on the IMP customer service team will help agents find top-tier providers like you for solutions to manage their challenging and unique risks. Agents can connect with IMP free via phone, fax, email or online at [www.insurancemarketplace.com](http://www.insurancemarketplace.com). Our highly trained IMP experts will locate the right market and product for the coverage you need. In turn, you will get value, customers and RESULTS! Let our team get you connected!

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**Digital version online at**  
[www.insurancemarketplace.com](http://www.insurancemarketplace.com)  
[www.roughnotes.com](http://www.roughnotes.com)

# Facts about IMP

**What is IMP?** Published since 1963, it is a National Market Directory of Excess, Surplus, Specialty Lines and Industry Services. It is the only directory published separately and not included in a monthly or bi-weekly magazine.

**Who does IMP reach?** Each December, it is mailed to over 40,000 independent insurance agents across the country. It is also published online and receives more than 20,000 hits a month from agents looking for a specialty market.

**Why do agents use IMP?** It is the industry standard for finding specialty coverages that lists providers by state, region and nation. It also has a section of Lloyd's Qualified Representatives. If agents can't find a market, we have an IMP toll-free number and fax for additional assistance. Our highly trained IMP experts will help locate the right market and product for the coverage they need.

**What is unique about IMP?** Each specialty coverage category listing is followed by a definition so the agent can better understand the complexity of the coverage. There are more than 700 coverage categories updated quarterly online. IMP is the only directory that has coverage definitions.

**What are the benefits of advertising?** Your advertisement not only appears in the directory mailed to over 40,000 agents but the directory is published online for FREE. Therefore, your "storefront" is free with your advertisement in IMP and also can appear next to the specialty product category for instant recognition.

**Other advertising benefits.** Links from your advertisement to your homepage so agents can contact you directly. You can position your own video in your ad or we will help you create one at a reduced cost.

**Advertise in our directory  
and get a **FREE**  
online storefront**

# Profit Partners

## Your partner in profits

As the agent's #1 specialty market directory, THE INSURANCE MARKETPLACE, puts you in front of agency decision makers—and delivers top returns on your advertising dollar.

## The Perfect Package

Start with your print ad in IMP—strategically placed in your chosen category—and know that your message is reaching 43,000 verified agent readers who use IMP to find quality specialty markets like yours.

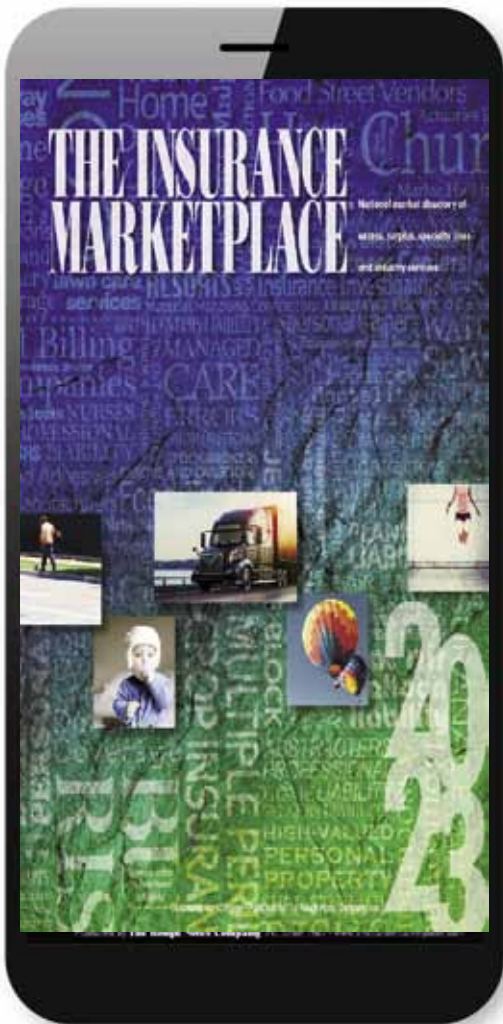
## For just the cost of your print ad, you receive:

- Your own digital storefront on the IMP website that you can update at any time. And you are included in the IMP app.
- Plus these great IMP discounts:
  - A discounted 60-second video with your purchase of a full-page or half-page ad
  - Special note—our IMP content is used by the USA Insurance Network, Vertafore's Specialty Markets, and AgenciesOnline. It is also incorporated into RoughNotes Advantage-Plus and RoughNotes-Pro.

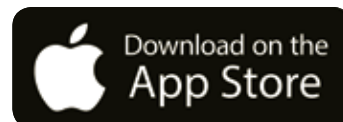


# Get The Insurance Marketplace App.

From **The Rough Notes Company**



Now you can find specialty coverage providers listed by state, region and territory with our **FREE** The Insurance Marketplace app. The Insurance Marketplace is the only directory that defines the coverages in categorized lists so you can better understand the complexity of them.



## Construction

All Risks, Ltd.  
AmWINS Group, Inc.  
Arlington/Roe  
\*Ascensure Specialty Risk  
\*Creative Underwriters Corp.  
Custom Assurance Placements, Ltd.  
Empire Underwriters, LLC  
\*Hartford Associates, Inc.

### CONDOMINIUMS (CONT.)

with respect to property, liability, crime, and workers compensation coverages for the condominium buildings and operations. These underwriters insure this class of

**DELEGATED:**

- \*All Risks, Ltd.
- \*AmWVS Group, Inc.
- \*ArlingtonRise
- \*Bolton & Co.
- \*Coastal Insurance Underwriters, Inc.
- Commercial Sector Insurance Brokers
- \*Community Association Insurance Solutions, LLC
- \*Creative Underwriters Corp.
- \*Foremost Insurance Group
- \*Gateway Specialty Insurance
- Gray-Grove & Company
- Greene & Associates, Inc.
- Irwin Siegel Agency
- \*Izzo Insurance Services, a Division of Hull & Company LLC

- \*James River Insurance Company
- Jincor Agencies, Inc.
- Midlands Management Corporation
- \*New Empire Group, Ltd.
- NIF Group
- Philadelphia Insurance Companies
- Quaker Special Risk
- R. S. O'Neil & Associates Insurance Brokers, Inc.
- Risk Placement Services, Inc. (RPS)
- Rough Insurance Services, Inc.
- \*Southern Insurance Underwriters, Inc.
- \*Thum Insurance Agency, LLC
- \*Worldwide Facilities, LLC

## Construction

ARWINS Group, Inc.  
 Arlingtonville  
 \*Acme Specialty Risk  
 \*Creative Underwriters Corp.  
 Casualty Assurers Placements, Ltd.  
 Empire Underwriters, LLC  
 Greco & Associates, Inc.  
 \*Gray Insurance Services, a Division of Hall &  
 Company LLC  
 \*James River Insurance Company  
 Jmarc Agencies, Inc.  
 Midlands Management Corporation  
 \*Midco Insurance Agency, LLC  
 (See ad on page 38)  
 Naf Group  
 Philadelphia Insurance Companies  
 \*Quaker Special Risk  
 Risk Placement Services, Inc. (RPSI)  
 Routh Insurance Services, Inc.  
 \*Southern Insurance Underwriters, Inc.  
 Vivaldi!  
 (See ad on page 61)  
 \*Weston Insurance, LLC

### Construction/Environmental Testing Laboratories

Contractors, consultants, and engineers need the services of special testing laboratories to sample and analyze ground water, waste, waterways, air quality, soil, and hazardous waste. These laboratories are independent contractors or may operate in connection with environmental consulting or engineering firms. Some labs are mobile and are transported to construction sites. Separate insurance programs are available for testing laboratories involved in geotechnics and vibration, biological, chemical,

struction materials, electrical, geotechnical, asbestos, mechanical, and thermal testing. Professional liability and pollution liability coverage is available. The following market

AMERIS Group, Inc.  
Arlington/Rose  
\*Asciature Specialty Risk  
Barton & Co.  
\*Freiberg Environmental Insurance  
Greene & Associates, Inc.  
Jincor Agencies, Inc.  
Midlands Management Corporation  
\*MiniCo Insurance Agency, LLC  
NF Group  
Philadelphia Insurance Companies  
Quaker Special Risk  
Risk Placement Services, Inc. (RPS)  
Routh Insurance Services, Inc.  
\*Worldwide Facilities, LLC

### Consultants Professional Liability

Consulting firms advise their clients on specific management or business problems. The services provided can include offering advice on employment practices, sales development, time management, executive search, marketing strategies, computer

testing, and other matters. Insurance coverage is usually tailored to match the specific services the consulting firm offers. Underwriters evaluate every activity the business conducts before they accept it and determine the appropriate premium to charge. This coverage is available from a limited number of markets including:

**All Risks, Ltd.**  
**AMWINS Group, Inc.**  
**ArlingtonRise**  
**Bolton & Co.**  
**Commercial Sector Insurance Brokers**  
**\*Creative Underwriters Corp.**

Engine Underwriters, LLC  
Freming Environmental Insurance  
Global Special Risks, LLC  
Gray-Stone & Company  
Greene & Associates, Inc.  
James River Insurance Company  
Jimmor Agencies, Inc.  
Market Specialty  
Midland Management Corporation  
Minto Insurance Agency, LLC  
NIF Group  
Philadelphia Insurance Companies  
Quaker State Risk  
R. E. Chalk & Associates Insurance Brokers, Inc.  
Risk Placement Services, Inc. (RPS)  
Rural Insurance Agency, Inc.  
Southern Insurance Underwriters, Inc.  
Wardsdale Facilities, LLC

### Insurance Plan (CCIP) aka Contractor's Wrap-Up

General contractors may purchase liability

All Risk, Ltd.  
Arling Group, Inc.  
Arlington, Inc.  
Custom Assurance Placements, Ltd.  
Ennis Underwriters, S.L.C.

**Contractors Design and Build (Project Managers)**

architect under the construction firm's management being responsible for the project from its inception through the design process, during construction, and until it is completed. The construction firm may have its own design capability, own a subsidiary design firm, or hire an independent architect and engineering firm. One important feature of this coverage is professional liability for the construction firm that handles both design and build functions. This coverage is underwritten by:

All Risk Ltd.  
Arlwing Group, Inc.  
Arlington/Rose  
Bulfinch & Co.  
Empire Underwriters, LLC  
Gray-Stone & Company  
Greene & Associates, Inc.  
James River Insurance Company  
Jincor Agencies, Inc.  
Midlands Management Corporation  
NIF Group  
Quaker Special Risk  
R. E. Chalk & Associates Insurance Brokers, Inc.  
Risk Placement Services, Inc. (RPS)  
Southern Insurance Underwriters, Inc.

## Contractors Equipment Insurance

This inland marine coverage insures contractors' equipment on a scheduled or blanket basis. For many contractors, their major assets are equipment, such as cranes, piers, shovels, tractors, and bulldozers. Large items can be specifically scheduled, while a blanket limit may be used for smaller items. Blanket coverage, including employee tools, can be provided. Coverage is often based on all risk-type perils or special causes of loss and is tailored to suit the individual insured's needs. A deductible sufficient to eliminate smaller petty pilferage losses is preferred. Special limitations on crane-on-crane coverage are common. These companies are marked

All Risk, Ltd.  
\*Arlington Group, Inc.  
ArlingtonRisk

(continued on page 62)

Abstracters Professional

### Liability

This coverage insures against claims that arise from alleged negligent acts, errors, or omissions in researching the validity of real estate property titles and any restrictions on them. Coverage applies to claims that arise due to an abstracter providing either faulty or incomplete information about the title. It is usually written subject

to a maximum deductible per claim and is often combined with Title Agents Errors and Omissions coverage. Markets for this coverage include:

- AnWINS Group, Inc.
- ArlingtonVue
- Bolton & Co.
- Greene & Associates, Inc.
- Herbert H. Landy Insurance Agency
- Interco, Inc.
- Jinnor Agencies, Inc.
- Midlands Management Corporation
- MJ Kelly Company
- NEF Group

**Prime Insurance Company**

Quarter Special Risk  
Risk Placement Services, Inc.  
Rockwood Programs, Inc.  
Rough Insurance Services, Inc.  
Southern Insurance Underwriters, Inc.  
Star Companies  
U.S. Risk Insurance Group, Inc.

**Liability**  
This coverage insures the legal liability of an accountant or accounting firm for injury or damages that result from professional services it rendered or did not render, caused or allegedly caused by neglect, error, omission, dishonesty, misrepresentation, fraud, libel, slander, or defamation of character. Certified public accountants and accounting and bookkeeping firms that employ accountants are eligible. Markets that provide this specialty coverage include:

\*EE Pharma, Ltd.

Lend Lease Group, Inc.  
 Arlington/Rue  
 Butler & Co.  
 Butler Insurance Brokerage  
 \*Foremost Insurance Group  
 Gray Stone & Company  
 Greene & Associates, Inc.  
 \*Herbert M. Lundy Insurance Agency  
 (See ad on page 34)  
 High Ridge Agency  
 Interco, Inc.

James River Insurance Company  
Jensen Agencies, Inc.  
Midlands Management Corporation  
MJ Kelly Company  
NIP Group  
Philadelphia Insurance Companies  
Prime Insurance Company  
Professional Insurance Concepts  
Quaker Special Risk

Visit us on the Internet!  
[www.insurancemarketplace.com](http://www.insurancemarketplace.com)

**COMPANY DIRECTORY**

This is a list of the home addresses of the companies listed under the coverage categories in which each company is principally operating. Filers the home office is not necessarily written in all states in which it is doing business. A questionnaire filed with the Commission.

**Abstract Insurance Brokers, Inc.**  
2512 Windsor Blvd.  
Suite 100  
Dallas, TX 75201  
Tel: 214-344-3770  
Fax: 214-344-3781  
E-Mail: [info@abstract.net](mailto:info@abstract.net)  
<http://www.abstract.net>

**Abstract Insurance Brokers, Inc.**  
2512 Windsor Blvd.  
Suite 100  
Dallas, TX 75201  
Tel: 214-344-3770  
Fax: 214-344-3781  
E-Mail: [info@abstract.net](mailto:info@abstract.net)

**American Mining Insurance Group**  
300 Independence Dr.  
Birmingham, AL 35209  
Tel: 205-970-2100  
Tel/Fax: 800-448-5821  
Fax: 205-970-2125  
E-Mail: [AMIGroup@aol.com](mailto:AMIGroup@aol.com)

**Apartment Insurance Consultants:**  
N.M. Mober, Executive, No. 250  
Austin, TX 78721  
214-477-7275

**Atlantic Insurance Company:**  
Attn: N. Lawrence Reid, Sec. 1000  
Atlantic, Norfolk  
804-633-1000  
804-633-1001  
804-633-2291  
804-633-2292  
FAX: 804-633-2291  
E-MAIL: nreid@atlanticinsure.com

**AMERISAFE**  
2801 Hwy 101 West  
Dallas, TX 75243  
Toll Free 800-897-9191  
FAX: 409-450-1001  
E-MAIL: info@amerisafe.com

**As an insurance company, exchanging information, progress advertising, exchanging information and service data better operating in all states except AR, HI and OK in a nonadmitted basis.**

**Apollon General Insurance Agency, Inc.**

[illegible]

**Arctique, Inc.**  
Sales Staff, Box 218  
St. John's, NL A1B 2S9  
977-222-1111  
976-5674  
Fax: 976-5674  
E-MAIL: [info@arctique.com](mailto:info@arctique.com)  
Web: [www.arctique.com](http://www.arctique.com)  
Administrative operations in all  
industries not associated  
with petroleum and energy

E-MAIL: [marketing@amwins.com](mailto:marketing@amwins.com)  
URL: [www.amwins.com](http://www.amwins.com)  
Representative, nationwide general  
agent and broker and top line broker  
operating in all sectors on an affiliated and  
unaffiliated basis. Contact the broker.

**AmWINS Program**  
Underwriters:  
1 New Hampshire Ave., Ste. 200  
Piscataway, NJ 08854  
E-MAIL: [info@amwins.com](mailto:info@amwins.com)  
TEL: 908-942-9001  
FAX: 908-942-9001

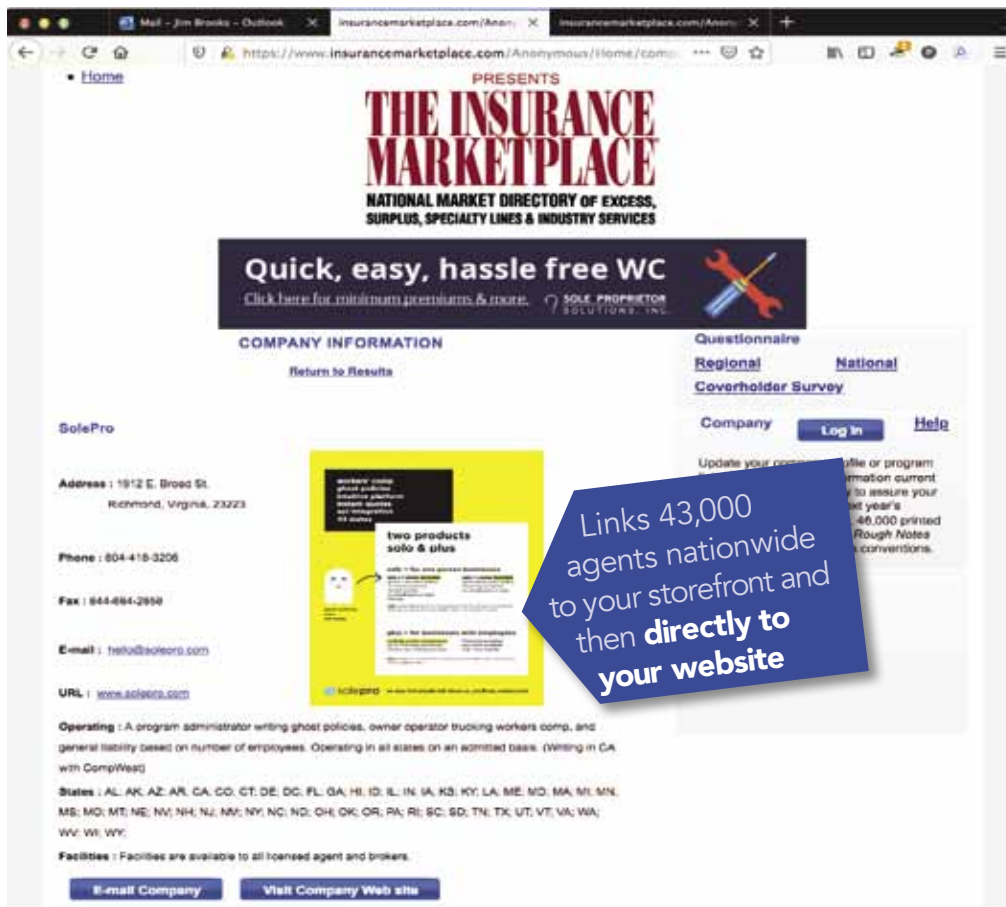
**Arctique/Re:**  
9090 Bayview Crescent, 6th Floor  
Burlington, ON M7S 1V6  
242 Phone (416) 676-0700  
FAX: 905-676-0601  
E-MAIL: [info@arctique.com](mailto:info@arctique.com)

[illegible]

Fig. 23

providers for more than 700  
ded in 2023.

ne, and other contact info in the  
the National Market Directory.



**Your FREE  
Digital  
Storefront**

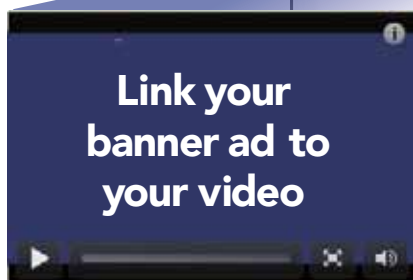
- Published on the Rough Notes website at [www.roughnotes.com](http://www.roughnotes.com)
- Access through our acclaimed agents' resources, RoughNotes Advantage-Plus and RoughNotes-Pro
- Connect with agents 24/7, 365 days a year
- Remote access - from work or home or while traveling
- Your IMP Digital Storefront supports banner ads and animation

**IMP + Your message = Power Connection**

## **IMP Banner & Storefront Rates**

Storefront (free to advertisers) -  
\$2,000

Stand out  
with a  
banner ad  
or video



Top agents are looking for you! Make sure they find your products! Dynamic videos and banner advertisements will help you make the connection quickly and efficiently with agents that need your specialty. It's time to SHINE!

**Banner in Specific Categories**  
(up to 5 FREE with Print Advertising space)  
**\$1,000 per category**



**RN  
BLOG**

**SPECIALTY, EXCESS AND SURPLUS LINES**

Information on specialty insurance products, enhancements and how to use them to grow your business. Hear from the experts in each field.

June 2022



Subscribe For Free To  
Rough Notes Blog

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Rough Notes Magazine



*The PHLY Difference*

Hear what our agents are saying about their experience with The PHLY Difference.



PHILADELPHIA  
Insurance Companies

**In This Issue**

- [Condo associations](#)
- [Now serving the return of restaurants and bars](#)

*The PHLY Difference*



Hear what our agents are saying about their experience with The PHLY Difference.

PHILADELPHIA  
Insurance Companies



**Need To Find a Market**

Access the *Insurance Marketplace Directory* #1 Resource to find companies that write excess and specialty lines.

[www.insurancemarketplace.com](http://www.insurancemarketplace.com)

**FREE The Insurance Marketplace App**

by The Rough Notes Company



Now you can find specialty coverage providers listed by state, region and territory with our **FREE** Insurance Marketplace app. The Insurance Marketplace is the only directory that defines the coverage it categorizes lists so you can better understand the complexity of them.

**Condo associations**



Condo association insurers are looking closely at buildings with aging infrastructure and deferred maintenance. They're requiring engineering studies for older buildings, and structural issues usually must be repaired to obtain coverage. What else is new?

[Read More](#)

**Now serving the return of restaurants and bars**



**Specialty, Excess and Surplus Lines Newsletter is a monthly email blast to 50,000+ subscribers.**

We interview experts in the field to gain their insights

The Rough Notes Company, Inc.

# 2023 Advertising Rates

**Reservation Deadline:  
September 16, 2022**

**Publication Date:  
January 2023**

Rates include your  
IMP Digital Storefront

Black/White	National
Full Page	16,800
2/3 Page	12,375
1/2 Page	9,430
1/3 Page	6,395
1/4 Page	5,625
1/6 Page	3,920
2-Color	National
Full Page	17,625
2/3 Page	13,200
1/2 Page	10,255
1/3 Page	7,220
1/4 Page	6,450
1/6 Page	4,745
4-Color	National
Full Page	17,975
2/3 Page	13,550
1/2 Page	10,605
1/3 Page	7,570
1/4 Page	6,800
1/6 Page	5,095

## Market Directory Guaranteed Position

Placement within, adjacent to, or facing a specific coverage category in the National Market Directory: 10% extra space charge.

## Covers

2nd (Inside Front)	Extra 15% of space rate
3rd (Inside Back)	Extra 10% of space rate
4th (Outside Back)	Extra 15% of space rate

## Preprinted Inserts

Up to four pages	Available and commissionable
Over four pages	Available and commissionable
Postcard	Available and commissionable

## Multiple Advertisement Discounts

Because The Insurance Marketplace is a business placement guide to specialty lines coverages and services, you may wish to advertise in more than one coverage category. If so, your price and savings will vary depending on the number of standard size units. Please ask your advertising representative for details.

## Color

(Note: 2-color = Black + one PMS Color)

Metallic/Fluorescent \$835

Each Matched (PMS) Color \$825

## Online Insurance Marketplace Banner Ads

Call for pricing: (800) 428-4384

# Advertising Policies and Requirements

## Commissions and Policies

Standard 15% commission is allowed to recognized advertising agencies if invoice is paid within 30 days. We reserve the right to hold advertisers and/or agencies jointly and severally liable for payment.

Advertising may be rejected for any reason if, in our judgment, it is inconsistent with the best interests of the insureds, the insurance industry or its agents and brokers. The Insurance Marketplace and its publisher, The Rough Notes Company, are held harmless from any claims or suits that might arise.

## Shipping Information

Material to: Tricia Cutter

### The Insurance Marketplace

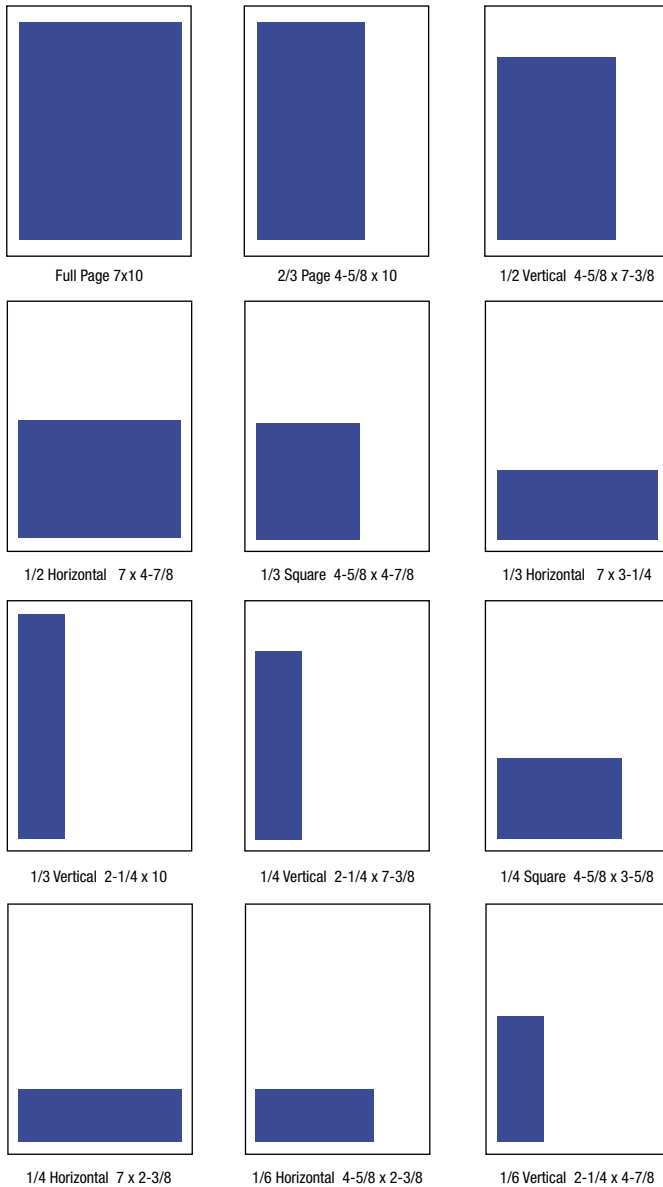
The Rough Notes Company, Inc.  
11690 Technology Drive  
Carmel, IN 46032-5600  
Phone: (800) 428-4384 or (317) 582-1600

## Deadlines

**Publication:** January 2023

**Reservations:** September 16, 2022

**Materials:** September 30, 2022



**Contact:** Tricia Cutter

(800) 428-4384, ext. 1019

for instructions on submitting ad files.

**Ad change policy:** It is not the policy of The Rough Notes Company to change a client's ad in any way. All ads should be submitted as per the specifications described in the material requirements section above. However, upon written request, and in order to facilitate the production of The Insurance Marketplace directory, The Rough Notes Company will at no charge make minor changes to ads submitted by our clients. The Rough Notes Company will not guarantee or warrant these changes and will be held harmless in the event that these changes are not printed correctly. The client is responsible for full payment for the advertising space.

## Ad Sizes and Requirements

### Magazine Trim Size

8-1/8" x 10-7/8"; Safety=1/4" from trim dimensions

### Bleed Sizes (Includes bleed—use this size for bleed ads)

Page: 8-3/8" x 11-1/8" (trims to 8-1/8" x 10-7/8")

Spread: 16-1/2" x 11-1/8" (trims to 16-1/4" x 10-7/8")

(No additional charge for bleed)

Screen: 150 line screen

Printing & Binding: Web Offset/Perfect Bind

### Material Requirements

Hi-resolution PDF for print preferred

# Connect with our Advertising Representatives:

## Marc Basis

Vice President  
National Sales Director  
Toll Free (866) 461-3045  
Phone (561) 740-8110  
Fax (561) 740-8101  
[marcb@roughnotes.com](mailto:marcb@roughnotes.com)

Optometrists  
Professional  
Liability