

## History

National American Insurance Company's (NAICO) operations started in January of 1987 as a non-rated, widely licensed carrier with five million dollars in policyholder surplus. We quickly made a name for ourselves as an insurance company that specialized in offering exceptional trucking insurance products with unparalleled services. NAICO later developed into a strong trucking competitor with an extensive customer base, which included some of the most recognized trucking companies throughout the country. Cumulatively these customers generated about \$200,000,000 in premiums per year.

In the early 1990's due to rate inadequacy in the trucking segment, we made the decision to diversify our product offerings. Through this diversification strategy new programs and products were created to meet the needs of our Oklahoma schools, construction contractors, oil & gas operations, manufacturers and service contractors. Through this diversification NAICO became a strong Oklahoma based insurance company. Today we are one of the larger oil & gas insurance providers in Oklahoma and Texas and widely recognized for our expertise and presence in public entity business. Through these changes NAICO has continued to grow and as of 12/31/07 the company has \$50,250,000 in policyholder surplus, and is the largest commercial property & casualty premium writer in the state of Oklahoma. NAICO currently insures some of the most recognized Oklahoma based companies who on a daily basis trust NAICO's financial stability, claim management, and dedicated customer service.

Over the past 21 years, NAICO has built its solid reputation from its home office in Chandler, Oklahoma around a [diversified regional strategy](#). As an innovator in the insurance industry, the company offers specialized and customized insurance opportunities in multiple industry segments. NAICO underwrites various standard lines insurance products including workers' compensation, automobile, general liability, property, surety bonds, and umbrella. NAICO is licensed to write property and casualty insurance in 45 states and the District of Columbia and is authorized to write surety bonds for contractors on federal projects. NAICO also has the ability to offer multiple insurance program structures such as retrospective rating programs, large deductibles, self-insured retentions as well as first dollar guaranteed cost programs.

Our seasoned claim staff has handled claims throughout every region of the country. We are very familiar with case law and statutes relating to the specialty industries we serve and have a very strong niche in handling large deductible and retrospective rating programs. We demonstrate this on a daily basis with numerous customers that take in excess of the first \$100,000 of any one loss occurrence.

Our overall business goals consist of providing mainstream property and casualty insurance products coupled with unparalleled services to companies across the central United States. As a regional carrier, NAICO operates with a philosophy to provide insurance in markets where the company can most effectively assess risk, create growth opportunities through its existing network of agents and offer superior value-added services to attract and retain quality insurance customers and agents.

Our dedicated staff of underwriters, customer service, loss control, and claims management teams join our mission to provide specialized, innovative and customized insurance opportunities that best satisfy our customers' needs. NAICO strives to provide claims and loss control services that are unmatched by consistently staying ahead of our changing industry. We strongly believe our services are superior because of the quality of our employees. In addition, our management team emphasizes the importance of continuing education and employee growth and development. NAICO continues to grow and adapt while striving to implement innovative improvements that allow us to better serve our customers.

To carry out our goals, NAICO consistently offers three major advantages over the competition:

- A qualified, dedicated staff of over 200 insurance and risk management professionals with experience and technical skills in virtually every facet of risk management and insurance.
- A dedication to understanding our clients' businesses, including knowledge of the resources ultimately desired by a company to run its business most effectively.
- From the CEO down, a commitment and passion in continually striving to *“Set the standard that others strive for...”*