



USI Insurance Services LLC
201 Alhambra Circle
Suite 1000
Coral Gables, FL 33134
www.usi.biz
Phone: 305.669.6000
Toll-free: 800.516.5294
Fax: 305.669.6030

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RE: General Crane USA

To Whom It May Concern:

I have been with USI Insurance Services for 16 years and for the last 10 years in the capacity of the Vice President of the USI Crane & Rigging Practice Group located in Coral Gables, Florida. My involvement with Jim Robertson and General Crane USA spans 15 years. Our Practice Group handles 100 + crane & rigging companies located throughout the U.S.

Because of our specialization we track claim and loss data by company and have the unique ability be in a position to bench mark companies based on this data in this industry class.

General Crane USA is committed to safety, and to having the safest work environment for their employees and their customer's employees and this has translated into one of the safest safety records of any Crane & Rigging Company that we are associated with.

Currently, General Crane maintains an Experience Modification Rate of .83 which serves as a basis of comparison of Workers' Compensation related claims in their industry. An EMR of 1.00 is considered average which ranks General Crane 17 basis points better than the average crane & rigging company in this category. General Crane employs a full time safety director and is eligible for virtually every available underwriting credit.

General Crane maintains a new fleet of equipment and employs highly skilled operators which have translated in very low loss ratios on every line of coverage.

As an industry leader in Florida, Jim Robertson has served as Chairman of the Florida Crane Owners Counsel and under his tenure Florida reinstated horizontal immunity making workers' compensation the sole remedy in the event of construction worksite accidents.

Sincerely

A handwritten signature in black ink, appearing to read "Randy Proos".

Randy Proos CIC CRIS
Vice President
USI Insurance Services