

# APPETITE GUIDE

Segments	Most Preferred	Preferred	Cautious	Avoid
Contractors	General Contractors Builders Risk Projects Street and Road	Sub contractors (Electrician, HVAC) Installation projects Building Equipment	Excavation Rigging Projects Logging Equipment Phosphate Rock Mining	
Distribution	Distribution Centers Wholesale	Import/Export Commercial Goods Warehouse/Logistics		
Wholesaler	Beverages General Merchandise Office equipment	Construction and Mining		
Transportation	Ports Rail Warehouse	Millwrights Specialized (Air Cargo) Cash in transit Armored Car Company	Airports Pipelines Tank Storage	Motor Truck Cargo All common/contract Carriers Motor Truck Cargo Household goods Auto haulers

# APPETITE GUIDE CONT.

Segments	Most Preferred	Preferred	Cautious	Avoid
Information	Laboratories Life Science (R&D) Clinics Broadcasting Cable Providers Electronic Equipment	Surgical Centers Behavior Health Physician & Surgeons Advertising Agency Architects Lawyers Realtors Research Institutes Schools Financial Institutions Insurance companies Agents/Brokers Libraries Offices	Data Compromise Scientific Instruments Software Firms Hardware Firms Printers/publishers	Home Health Nursing Homes
Manufacturers	Light Industrial (Fire Exposure)	Moderate Industrial (Fire Exposure)	Heavy Industrial (Fire Exposure) Food Plastics, Wood, Rubber & Textiles	Chemicals Pulp and Paper



# APPETITE GUIDE CONT.

Segments	Most Preferred	Preferred	Cautious	Avoid
Processors	Assemblers	General Merchandise	Steel Foundries Recyclers Garments	
Energy	Pipeline Transportation	Storage and Distribution Well servicing/Oil & Gas	Mining	Oil and Gas (offshore) (Production) Power Generation
Specialty classes	Musical Instruments Dealers Fine Arts Dealers Museums	Entertainment	Jewelers Block Dealers	