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## REPORT OF THE CHAIRMAN

The Nonadmitted and Reinsurance Reform Act (NRRA) will become the law of the land on July 21, 2011. As a result, we will enter a new era of surplus line regulation by ushering in a one-state tax and compliance system. Finally, there



**Les Ross**  
Chairman, 2010

is a solution for the multi-state tax compliance and multi-state licensing complexities associated with the placement of multi-state surplus line insurance contracts.

Under NRRA, only the home state of the insured can require a premium tax payment on surplus line insurance. The placement of surplus line insurance will only be subject to the statutory and regulatory requirements of the insured's home state. No state other than the insured's home state can require a surplus line broker to be licensed in order to sell,

solicit, or negotiate nonadmitted insurance. See pages 4, 5 and 6 for further details.

California and New York are each moving toward minimum capitalization requirements for surplus line insurers from \$15 million to \$45 million. California Governor Arnold Schwarzenegger signed Assembly Bill 1708 in late September that states nonadmitted insurers on the California List of Eligible Surplus Line Insurers must meet capital and surplus requirements of at least \$30 million on December 31, 2011 and at least \$45 million as of December 31, 2013.

The Governor also signed a bill AB 1837, that authorizes California domiciled insurers to have common directors with a nonadmitted affiliate provided that the common directors do not perform any management functions for the nonadmitted insurer in California. The new law provides that California domiciled insurers may perform administra-

### *Nonadmitted and Reinsurance Reform Act*

- *Streamlines regulation of surplus lines insurance covering risks in multiple states*
- *Limits regulation and taxation of non-admitted insurance to insured's home state*
- *Implements nationwide eligibility requirements in conformance with NAIC Model Act*
- *Preempts inconsistent state laws*

CA Assembly Bill 1708 (Vallines) strengthens the capital and surplus requirements for surplus line insurance companies, and specifies the kinds of investments the funds can be comprised of, with authority in the Commissioner to disallow specific assets, and provides for a staged transition to the new capital and surplus requirements by December 31, 2013.

tive services for a nonadmitted affiliate that has qualified for the List of Eligible Surplus Line Insurers. These administrative services include computer services, human resources management, clerical and administrative staffing, claims adjusting, and managing investments. Under this law, nonadmitted insurers continue to be expressly prohibited from performing the transaction of insurance within the State. This law becomes effective January 1, 2011.

The State budget approved by the Legislature in October did not include Governor Schwarzenegger's proposed 4.8 percent "surcharge" on all California residential and commercial property insurance premiums to help pay for wildfire suppression efforts. The Governor's proposal called the Emergency

Response Initiative would have garnered \$480 million per year. The proposal would help fund the California Emergency Management Agency responsible for the State's emergency response capabilities.

For the first nine months of 2010, the Surplus Line Association processed premium total was 13.1% less than the premium total for the first nine months of 2009. The 2010 nine-month policy count was 2.42% less than the 2009 nine-month policy count. Nationwide, premiums written by the U.S. surplus line market fell 5 percent to \$11.5 billion in the first half of 2010, according to a report prepared by Highline Data for the NAPSLO Daily News. According to Highline Data, an affiliate of The National Underwriter Company, the comparable premium for the U.S. market totaled \$12.1 billion for the first six months of 2009.

## LEGISLATIVE UPDATE

Bill Summary: Increased Nonadmitted Insurer Capital and Surplus (**A.B. 1708**)

**A.B. 1708**, which will take effect on January 1, 2011, amends section 1765.1 of the Insurance Code to increase the minimum capital and surplus required for a nonadmitted insurer to be eligible for placements through a surplus line broker.

Current Law. Prior to the effectiveness of this amendment, a surplus line broker is only permitted to make placements with insurers that have at least \$15 million in

combined capital and surplus, and all \$15 million must be held in cash or securities falling within section 1170 through 1182 of the Insurance Code (General Investments).

New Law. Beginning on January 1, 2011, a surplus line broker may not make a placement with a non-admitted insurer that has less than \$45 million in combined capital and surplus, \$25 million of which must be in the form of cash, securities that qualify under the General Investments Law (sections 1170 through 1182 of the Insurance Code), and readily marketable securities

listed on regulated United States' national or principal regional securities exchanges. An insurer that fails meet this increased capital and surplus requirement will not be added to the list of eligible surplus line insurers ("LESLI") after December 31, 2010. These capital and surplus requirements apply to the narrow exceptions, such as those for "gap coverage", provided in section 1765.1(k) permitting placements with nonadmitted insurers that are not on LESLI; a surplus line broker may not make a placement with a nonadmitted insurer that is not on the LESLI if it fails to meet these minimum capital and surplus requirements.

Phase In. Note, however, that all insurers on LESLI as of January 1, 2011 that do not meet the new minimum \$45 million capital and surplus requirements will remain eligible subject to a phase in period in which they must increase their capital and surplus. The phase in period provides until December 31, 2011 for existing LESLI insurers to increase their capital and surplus to \$30 million and until December 31, 2013 to increase their capital and surplus to \$45 million while retaining eligibility for surplus line placements.

Insurance Exchanges. With respect to Insurance Exchanges, A.B. 1708 increases from \$15 million to \$25 million the portion of the capital and surplus that must be held in cash, securities that qualify under the General Investments Law (sections 1170 through 1182 of the Insurance Code), and readily marketable securities listed on regulated United States' national or principal

regional securities exchanges. The minimum capital and surplus for each individual syndicate seeking to accept surplus line placements of risks resident, located or to be performed in California is increased to \$45 million.

#### Bill Summary: **A.B. 1837**

**A.B. 1837**, which will take effect on January 1, 2011, amends section 1765.1 by adding new subsection (n) and (o) which relate to the relationships between California domiciled insurers and their nonadmitted affiliates.

Subsection (n) expressly authorizes a California domiciled insurer to have common directors with a nonadmitted affiliate provided that (1) the common directors do not constitute a majority of the directors of the nonadmitted insurer; and (2) the common directors do not perform any management functions for the nonadmitted insurer in California.

Subsection (o) provides that an insurer domiciled in California may perform specified administrative services for a nonadmitted affiliate that has qualified for the list of eligible surplus line insurers ("LESLI"). The specific administrative services authorized are: (1) computer operations unrelated to the underwriting process; (2) clerical and administrative staffing support that does not involve contact or interaction with policyholders of the nonadmitted insurer; (3) human resources, provided that hiring, firing, disciplinary action, or compensation

CA Assembly Bill 1837 (Gaines) authorizes a nonadmitted (unlicensed) insurer that is affiliated with a domestic admitted insurer to receive administrative services performed in California by the domestic admitted affiliate.

decisions for the nonadmitted insurer are made directly by the nonadmitted insurer; (4) claims adjusting, except that all claims decisions must be made directly by the nonadmitted insurer; and (5) managing investments. The statutory language elaborates what is meant by each of these functions,

and explicitly provides that this subsection does not authorize a nonadmitted insurer to conduct any action through its domestic affiliate that would constitute the transaction of insurance or would violate section 700 or 703 of the Insurance Code.

One provision of the Dodd-Frank Wall Street Reform and Consumer Protection Act (H.R. 4173) specifically targeted the insurance industry and is intended to promote a higher level of uniformity in the U.S. insurance industry regulatory landscape. The Nonadmitted and Reinsurance Reform Act of 2010 (“NRRA”) changes how multi-state surplus line insurance premium taxes are allocated among the states.

## DEVELOPMENTS TO WATCH IN THE SURPLUS LINES MARKET

The Nonadmitted and Reinsurance Reform Act of 2010 (the “NRRA”), signed into law on July 21, 2010, will take effect one year from the enactment date (July 2011). To implement the NRRA, the National Association of Insurance Commissioners (the “NAIC”) Surplus Lines Implementation Task Force is currently working on drafting an interstate compact (the “Compact”). The current draft of the Compact, which likely faces revisions before being finalized, establishes a Nonadmitted Insurance Commission, with the authority to adopt uniform standards with respect to premium tax allocation formulas and surplus line insurer eligibility requirements. The purpose of the Compact is to streamline the premium tax reporting process by establishing a Clearinghouse to which surplus line brokers would make the requisite reporting. While there are various issues that must be ironed out before finalizing the Compact, surplus line brokers, surplus line insurers, and stamping offices should monitor and keep abreast of the status of the Compact, and prepare for compliance with the NRRA. Tips and key areas of interest for each constituency are dis-

cussed below.

### Surplus Line Brokers

**Home State Jurisdiction:** Under NRRA, regulatory jurisdiction over surplus line transactions is vested exclusively in the home state (as defined in the NRRA) of the insured. The NRRA defines “home state” as:

(A)(i) the State in which an insured maintains its principal place of business or, in the case of an individual, the individual’s principal residence; or (ii) if 100 percent of the insured risk is located out of the State referred to in subparagraph (A), the State to which the greatest percentage of the insured’s taxable premium for that insurance contract is allocated.

Nonadmitted and Reinsurance Reform Act of 2010, Pub. L. No. 111-203, §527, 124 Stat. 1592, 1593 (2010).

The NRRA also provides that in cases where there are more than one insured from an affiliated group named on a single nonadmitted



insurance contract, the home State is the State in which the member of the affiliated group that has the largest percentage of premium under the contract maintains its principal place of business (or principal residence) or the State to which the greatest percentage of that member's taxable premium for that insurance contract is allocated. NRRA §527.

Home state regulatory jurisdiction extends to broker licensing, diligent search, exportability, and carrier eligibility requirements as well as to the authority to tax a surplus line transaction. Surplus line brokers should become familiar with the NRRA's definition and monitor state implementing legislation or compact language that may clarify key terms, such as "principal place of business" that are used in the determination of an insured's home state. Surplus line brokers should consider putting procedures in place for determining their client's home state so that the applicable regulatory requirements can be determined early in the transaction.

Surplus line brokers should also watch for any changes to tax filing and reporting that may result from adoption of an interstate compact allowing for allocation of surplus line taxes among the states. We will provide additional updates as the status and content of such a compact becomes clear.

**Diligent Search Exemption:** The NRRA also establishes a national "exempt commercial purchaser" exemption from due diligence

search requirements, provided that "(1) the broker procuring or placing the surplus lines insurance has disclosed to the exempt commercial purchaser that such insurance may or may not be available from the admitted market that may provide greater protection with more regulatory oversight; and (2) the exempt commercial purchaser has subsequently requested in writing the broker to procure or place such insurance from a nonadmitted insurer." NRRA §525. An exempt commercial purchaser is any person purchasing commercial insurance meeting the following requirements at the time of placement:

- A. The person employs or retains a qualified risk manager to negotiate insurance coverage.
- B. The person has paid aggregate nationwide commercial property and casualty insurance premiums in excess of \$100,000 in the immediately preceding 12 months.
- C. (i) The person meets at least 1 of the following criteria: (I) The person possesses a net worth in excess of \$20,000,000. (II) The person generates annual revenues in excess of \$50,000,000. (III) The person employs more than 500 full-time or full-time equivalent employees per individual insured or is a member of an affiliated group employing more than 1,000 employees in the aggregate. (IV) The person is a not-for-profit organization or

NRRA Section 525 governs the procurement and placement of nonadmitted insurance by surplus line brokers for purchasers who are deemed "exempt commercial purchasers" under section 527(5). Such applications for nonadmitted insurance are streamlined in that they do not require the surplus line broker to first conduct a due diligence search of admitted insurers as long as the surplus line broker discloses the availability of admitted insurers and the exempt commercial purchaser confirms in writing the request for nonadmitted insurance.

NRRA Section 526 requires that the Comptroller General of the United States, in consultation with the NAIC, complete a study of the nonadmitted insurance market, which will be submitted to the Senate Committee on Banking, Housing, and Urban Affairs and the House of Representatives Committee on Financial Services within 30 months of the effective date of Subtitle B.

public entity generating annual budgeted expenditures of at least \$30,000,000. (V) The person is a municipality with a population in excess of 50,000 persons (note that the amounts in subclauses (I), (II), and (IV) will be adjusted every five years effective on the fifth January 1 occurring after the date of the enactment of the NRRA to reflect the percentage change for such 5-year period in the Consumer Price Index for All Urban Consumers published by the Bureau of Labor Statistics of the Department of Labor). NRRA §527.

Surplus line brokers should familiarize themselves with the qualifications of an exempt commercial purchaser and establish procedures to: (1) determine which of their clients qualify as exempt commercial purchasers; (2) provide the required notices; and (3) obtain the required written request.

#### Stamping Offices

Stamping offices that processed filings relating to multi-state placements are likely to experience a decrease in filing volume when the NRRA takes effect, as they will only receive filings for which their jurisdiction is the insured's home state. In addition, as the insured's home state (and not the situs of the risk) will govern regulation and taxation of a surplus line transaction, stamping offices may wish to put in place procedures to flag broker errors in determining the insured's home state.

In addition, stamping offices are likely to be affected by tax allocation procedures for multistate risks adopted under an interstate compact. Stamping officer representatives should monitor and continue participating in discussions regarding the establishment of a compact in order to identify and prepare for any changes in their operations that would be required under a company. We will provide additional updates as the status and content of such a compact become clear.

#### Non-Admitted Carriers

The NRRA will affect surplus line insurer eligibility by severely limiting the eligibility requirements states may individually adopt. For foreign insurers, the acceptable requirements will be (1) licensure in the insurer's domestic jurisdiction and (2) capital and surplus requirements. Nonadmitted insurers that are currently on the List of Eligible Surplus Line Insurer ("LESLI") maintained by the California Department of Insurance (or other state's similar list) will be largely unaffected by the NRRA. However, the restrictions on eligibility requirements imposed by the NRRA may result in an easier qualification process for insurers seeking inclusion on LESLI or a similar list. For alien insurers, eligibility under NRRA will be determined by inclusion of the Quarterly Listing of Alien Insurers maintained by the International Insurers Department of the NAIC. This should shorten and simplify the process of obtaining broad surplus line eligibility.

## REPORT OF THE DIRECTOR OF THE STAMPING OFFICE



**Joy Erven**  
Director,  
Stamping Office

The stamping office has seen a decline of filed premiums of -13.10%. Anticipated filed premium for 2010 is estimated at \$4.3 billion. According to Market Scout September 8, 2010 report, premium rates in August remained soft, but the degree of rate reductions has moderated. By coverage class, general liability's rates decreased by the most, down 6%; commercial property was down 4%; while inland marine, workers' compensation and commercial auto were all down 3%. Item count is down, though not in proportion to premiums, which indicates while surplus lines business is still being written, it is at much lower premiums.

It is budget time and we have complied a budget for the Association keeping in mind the current economic times. The stamping office fiscal year runs from 12/1 to 11/30. We currently have 55 employees within our 5 departments- Administration, Information Technology, Data Processing, Financial Department, and Education Department.

The stamping fee is evaluated every year by the Stamping and Executive Committee. Per Insurance Code 1780.56 (b) The Association will charge a stamping fee to cover necessary expenses. Our current stamping fee is .250%.

This is charged against all new, renewal policies as well as premiums bearing endorsements.

In past years filed premiums exceeded market projections and the Association stamping fee revenue exceeded expenses. The Association lowered the stamping fee in hopes of using the excess funds. The market softened to a historic low, and with less stamping fee revenue the excess cash was depleted.

The Association continues to strive to accomplish the goals set forth by the Commissioner and the Ins. Code in a fiscally responsible and prudent manner. We are devising strategic ways to cut costs while continuing to excel at servicing our members.

Dates to note: The Surplus Line Association Annual Meeting will be held on January 25, 2011 at the Bently Reserve in San Francisco, and at The Jonathan Club in Los Angeles on January 27, 2011.

### **New Brokers Added to Membership Since April 1, 2010**

#### **Business Entity Licenses**

Advanced Insurance Coverages, Inc.  
Allied Specialty Insurance, Inc.  
Aon Risk Services South, Inc.  
Avalon Risk Management Insurance Agency  
LLC

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*Safeguarding Consumers*

The surplus line advisory organization shall be deemed a joint arrangement established by statute to assure the availability of insurance on a sound basis (CIC Sec. 1780.52(a)).

Berkley Managers Insurance Services, LLC	Morstan General Agency, Inc.
Bin Insurance Holdings, LLC	North Star Insurance Services, LLC
Club Insurance Services, Inc.	Preferred Concepts, LLC
CNA Solution, Inc.	Programs Plus, Inc.
Cochrane Agency of California, Inc.	RLA Insurance Intermediaries LLC
Construction Risk Underwriters LLC	V3 Insurance Partners LLC
Equisure Inc	Warren G. Bender Co.
J. F. Welch Insurance Services, Inc.	Wells Fargo Insurance Services of Illinois, Inc.
Jamison Special Risk, Inc	Westrope Insurance Managers of Florida, LLC
KAH Insurance Brokerage, Inc.	Wholesale Trading Co-Op Insurance Services LLC
MGIS Underwriting Managers, Inc.	Willis Personal Lines Inc

**Individual Licenses**

Atadero, Elizabeth Elena	Duncan, Janet Kay	Jones, Donald Dewayne
Baldwin, Ray Barrett	Eckinger, Sheryl Lynne	Kalior, Lawrence John
Bender, Gregory Alan	Eshelman, Jay Andrew	Katt, Rita Carol
Berardino, Anthony James	Eskanazy, Alvin Abraham	Kauls, Sharon Lee
Bohler, Bradley Joseph	Faley, James Waring	Kennedy, Cathy Sue
Buchney, Robert Stephen	Fitzgerald, Patrick	Kennedy, Matthew Aloysius
Burke, Heidi A	Foley, Matt Alton	Kimpfler, Gail Theresa
Card, Troy Eugene	Gearhart, Brigitte Ann	Krumdick, Mark Klaus-Mario
Carstens, Gina Marie	Gelok, Richard Walter	Larisey, John Robert
Chi, Jill Chung Chieh	Gerald, Pamela Beatrice	Larsen, Merwyn Ray
Clark, Christine Blair	Goldfarb, Alan Stuart	Lay, Kevin Anthony
Cleveland, Steven Mabry	Gonzales, Natasha Leigh	Legge, Jonathan Scott
Conroy, Brian James	Gust, Randy Thomas	Leung, Tobias Ji-Saan
Curren, Donald Edward	Gustafson, Kathryn M	Luca, Jonathan William
Cushner, Maurice Charles	Hamsch, Eva-Marie	Lynch, Matthew Anthony
Delucchi, Gary Michael	Herman, Irene Chenyu	Marchitello, Gary Gene
Donnelly, Elizabeth Anne	Hill, Michael Aaron	Markman, Jacob Michael
Draper, Charles Thomas	Jablonski, Timothy Edward	Markman, Michael Don

McMahon, Todd Christian	Peragallo, Susan Joan	Souissi, Amy H
Miller, Christopher Mark	Plein, Vivian Margaret	Stagner, Stuart Rhodes
Montgomery, Stephen Leon	Plummer, Bradley Joseph	Tan, Cheng-Ai
Moran, Christine M.	Puffer, Warren Josef	Triola, Jennie Marie
Moyles, Philip V	Reich, Adolph Phillip	Walsh, John Philip
Mueller, Claude Michael	Riss, Steven David	Ward, Timothy Buchanan
Mulford, Kristina Lynn	Robinson, Molly Rae	Wilcox, Benjamin
Mullen, Sandie Sue	Rogers, Michael Thomas	Daviswilliams
Munoz, Kathleen Ann	Sienkiewicz, Natalie Aileen	Woltmon, Barry Richard
O'Hearn, Philip M	Simmons, Jennifer Marie	Yang, Kevin
Parker, Robert Marc	Sims, Kevin Thaddeus	Yee, Eecher

All surplus line brokers licensed under the surplus line law shall be deemed to be members of the advisory organization (CIC Sec. 1780.52(b)).

SLA Membership Totals as of October 29, 2010

California Business Entities	628	Non-Resident Business Entities	434
California Individuals	2,205	Non-Resident Individuals	1,283
Total California	2,833	Total Non-Resident	1,717

Total SLA Membership: 4,550

## MEMBER PROFILE



**Zulma Marquez Zak**

President & Owner  
Centurion Liability  
Services, LLC

Zulma Marquez Zak is President and owner of Centurion Liability Insurance Services, LLC, an insurance brokerage concentrating in executive protection services products, focusing on placement of Directors & Officers Liability, Errors & Omissions, Employment Practices, General

Partnership, Fiduciary and Crime products and services. Additionally, Centurion underwrites an Employed Lawyers Professional Liability Coverage that protects corporate counsel against exposures arising from professional legal services.

The Employed Lawyers Professional Liability Coverage offered by Centurion provides for a defense and not merely reimbursement of defense costs. Coverage is worldwide and



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extends to disciplinary proceedings, violations of Sarbanes-Oxley, personal injury claims and much more.

Zulma began her insurance career in 1984 at American Home/AIG where she concentrated in claim administration of Directors & Officers Liability risks and underwrote all Professional Liability products. At National Union/AIG, Zulma served as their New Jersey Branch Manager and worked at Swett & Crawford as a Financial Services Broker. In 1997, Zulma co-founded ECM Insurance Services, a firm concentrating in Executive Liability exposures. Zulma founded Centurion in 2007 as a way to fulfill her dream of giving back to the

community by capitalizing on her insurance knowledge and donating to Charity.

Zulma credits her longevity in insurance to the many wonderful individuals she has encountered in the insurance industry over the years. "I have met and made many great friends while working in insurance. Their friendship, encouragement, and support have kept me passionate about insurance for so long. I owe a great, big 'thank you' to all the great underwriters, lawyers, and claim examiners with whom I have worked with through the years."

Zulma holds a fire/casualty and surplus lines license in CA and has been a member of the SLA since 1995.

A licensed surplus line broker may issue evidence of insurance, including binders, covernotes, and certificates evidencing the placement of insurance with an eligible nonadmitted insurer, and with prior written authority, may issue policies of the insurer (CIC Sec. 1764(a)).

**Premium Totals by Company Type**

COMPANY TYPE	(\$ in thousands)			% of TOTAL 9/30/2010
	9/30/2010	9/30/2009	% GROWTH	
<b>LESLI LISTED COMPANIES</b>				
FOREIGN INSURERS	2,380,653	2,793,734	-14.79%	76.11%
LLOYD'S SYNDICATES	537,801	624,147	-13.83%	17.19%
ALIEN INSURERS	179,534	149,208	20.32%	5.74%
<b>SUBTOTAL</b>	<b>\$3,097,988</b>	<b>\$ 3,567,089</b>	<b>-13.15%</b>	<b>99.04%</b>
ALL OTHER	29,919	32,456	-7.82%	0.96%
<b>TOTAL</b>	<b>\$ 3,127,906</b>	<b>\$3,599,545</b>	<b>-13.10%</b>	<b>100.00%</b>

## Top 100 Surplus Line Brokers

Based on Premium Processed through September 30, 2010

Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
1	MARSH USA INC.	\$251,899,194	8.05%
2	RISK SPECIALISTS COMPANIES INSURANCE AGENCY, INC.	233,631,439	7.47%
3	AON RISK INSURANCE SERVICES WEST, INC.	204,346,652	6.53%
4	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	165,199,254	5.28%
5	SWETT & CRAWFORD	162,979,584	5.21%
6	HART, ANTHONY JOSEPH	102,948,759	3.29%
7	CRC INSURANCE SERVICES, INC.	89,718,081	2.87%
8	WORLDWIDE FACILITIES, INC.	77,987,430	2.49%
9	CRUMP INSURANCE SERVICES, INC.	76,566,424	2.45%
10	LOCKTON COMPANIES, LLC	75,287,372	2.41%
11	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	69,804,807	2.23%
12	BLISS AND GLENNON INC	69,068,695	2.21%
13	RISK PLACEMENT SERVICES, INC.	68,953,494	2.20%
14	AMERICAN E & S INSURANCE BROKERS OF CALIFORNIA, INC.	51,378,249	1.64%
15	BURNS & WILCOX INSURANCE SERVICES, INC.	47,777,372	1.53%
16	BROWN & RIDING INSURANCE SERVICES, INC.	44,188,217	1.41%
17	PARTNERS SPECIALTY GROUP, LLC	37,649,187	1.20%
18	PROCTOR FINANCIAL, INC.	36,277,194	1.16%
19	CHARTWELL INDEPENDENT INSURANCE BROKERS, LLC	32,033,061	1.02%
20	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC.	29,623,141	0.95%
21	WESTERN RE/MANAGERS INSURANCE SERVICES, INC.	27,341,806	0.87%
22	COLEMONT INSURANCE BROKERS OF CALIFORNIA, LLC	27,026,604	0.86%
23	INTEGRO USA INC.	25,277,397	0.81%
24	BASS UNDERWRITERS, INC.	24,077,716	0.77%
25	WOODRUFF-SAWYER & COMPANY	23,160,860	0.74%
26	SOCIUS INSURANCE SERVICES, INC.	22,918,469	0.73%
27	HULL & COMPANY, INC.	22,814,635	0.73%
28	MIDWESTERN GENERAL BROKERAGE, INC.	22,447,177	0.72%
29	BORISOFF INSURANCE SERVICES, INC. (DBA: MONARCH E & S INSURANCE SERVICES)	22,207,928	0.71%
30	WILLIS OF NEW YORK INC	21,750,651	0.70%
31	ALLIANT INSURANCE SERVICES, INC.	20,379,746	0.65%
32	HARRY W. GORST COMPANY, INC.	19,108,540	0.61%
33	ALL RISKS, LLC	19,054,360	0.61%
34	PETERSEN INTERNATIONAL UNDERWRITERS	19,025,260	0.61%
35	COOPER GAY RISK SERVICES, INC.	15,118,769	0.48%
36	SEMINARIO, MICHAEL CARLOS	14,696,793	0.47%
37	COASTAL BROKERS INSURANCE SERVICES INC.	14,607,230	0.47%
38	ALL RISKS, LTD.	14,403,666	0.46%
39	R-T SPECIALTY, LLC	14,397,264	0.46%
40	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	14,147,176	0.45%
41	M.J. HALL & COMPANY, INC.	11,601,723	0.37%
42	LAE INSURANCE SERVICES, INC.	11,175,685	0.36%
43	JOHN L. WORTHAM & SON, L.P.	10,903,339	0.35%
44	WELLS FARGO INSURANCE SERVICES USA, INC.	10,903,230	0.35%
45	FRANK CRYSTAL & CO INC	10,806,640	0.35%
46	MERCATOR RISK SERVICES, INC.	10,690,952	0.34%
47	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	10,361,693	0.33%
48	SBIB, INC.	10,341,582	0.33%
49	NEITCLEM WHOLESALE INSURANCE BROKERAGE, INC	10,208,533	0.33%
50	MESSINA, JOSEPH	9,880,331	0.32%

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Rank	BROKER	PREMIUM PROCESSED	% OF TOTAL
51	ZURICH E&S INSURANCE BROKERAGE, INC.	9,742,327	0.31%
52	PACIFIC WHOLESALE INSURANCE BROKERS, LLC	9,541,830	0.31%
53	BARNEY & BARNEY, LLC	9,533,105	0.30%
54	CHARTIS INSURANCE AGENCY, INC.	9,452,595	0.30%
55	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	9,340,096	0.30%
56	EDGEWOOD PARTNERS INSURANCE CENTER	9,327,142	0.30%
57	BEECHER CARLSON INSURANCE SERVICES, LLC	9,149,174	0.29%
58	EXCEPTIONAL RISK ADVISORS, LLC	8,942,881	0.29%
59	NAS INSURANCE SERVICES, INC.	8,705,633	0.28%
60	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	8,628,303	0.28%
61	GALEOTTI, GARY WAYNE	8,045,536	0.26%
62	CAMPBELL & ASSOCIATES INSURANCE BROKERAGE, LLC	7,770,422	0.25%
63	YATES & ASSOCIATES INSURANCE SERVICES, INC.	7,764,831	0.25%
64	COLEMONT INSURANCE BROKERS OF ILLINOIS LLC	7,107,069	0.23%
65	W. B. AHERN ENTERPRISES, INC.	6,930,399	0.22%
66	MCGRIFF, SEIBELS & WILLIAMS, INC.	6,825,949	0.22%
67	E.L.M. INSURANCE BROKERS, INC.	6,777,995	0.22%
68	HEFFERNAN INSURANCE BROKERS	6,585,483	0.21%
69	AMWINS BROKERAGE OF GEORGIA, LLC	6,304,342	0.20%
70	ALBERICO, DONALD ANTHONY	6,232,876	0.20%
71	ARC WEST COAST EXCESS & SURPLUS BROKERAGE, LLC	6,225,345	0.20%
72	HCC SPECIALTY UNDERWRITERS, INC.	6,123,451	0.20%
73	NATIONAL SPECIALTY UNDERWRITERS, INC.	5,824,478	0.19%
74	ALEXANDER, MORFORD & WOO, INC.	5,817,671	0.19%
75	IMA OF COLORADO, INC.	5,755,317	0.18%
76	TRINITY E & S INSURANCE SERVICES, INC.	5,565,788	0.18%
77	HUB INTERNATIONAL INSURANCE SERVICES INC.	5,554,014	0.18%
78	LIPPA SURPLUS LINES BROKERS, INC.	5,329,060	0.17%
79	KEYSTONE RISK PARTNERS, LLC	5,268,766	0.17%
80	WELLS FARGO OF CALIFORNIA INSURANCE SERVICES, INC.	5,027,268	0.16%
81	ANDERSON & MURISON INC.	4,817,634	0.15%
82	DEALEY, RENTON & ASSOCIATES INSURANCE BROKERS	4,763,534	0.15%
83	ADELMAN, JASON MICHAEL	4,559,275	0.15%
84	PROWEST INSURANCE SERVICES, INC.	4,506,259	0.14%
85	U.S. RISK OF CALIFORNIA, INC.	4,483,612	0.14%
86	AON/ALBERT G. RUBEN INSURANCE SERVICES, INC.	4,461,370	0.14%
87	HALL, JAMES ALLAN	4,427,540	0.14%
88	JAMES KLEIN INSURANCE SERVICE INC.	4,364,289	0.14%
89	ROBERTSON TAYLOR (CALIFORNIA), INC.	4,332,407	0.14%
90	G.J. SULLIVAN CO. EXCESS & SURPLUS LINES BROKERS	4,291,811	0.14%
91	WHOLESALE CONNECTION INSURANCE SERVICES, LLC	4,159,365	0.13%
92	SULLIVAN BROKERS WHOLESALE INSURANCE SOLUTIONS, INC.	4,110,406	0.13%
93	CK SPECIALTY INSURANCE ASSOCIATES, INC.	4,072,690	0.13%
94	WILLIS OF ILLINOIS, INC.	3,970,120	0.13%
95	SIERRA SPECIALTY INSURANCE SERVICES, INC.	3,934,638	0.13%
96	HERBERT L. JAMISON & CO., LLC	3,893,366	0.12%
97	EXECUTIVE PERILS, INC.	3,841,106	0.12%
98	PROGRAM BROKERAGE CORPORATION	3,826,121	0.12%
99	NARVER ASSOCIATES, INC., INSURANCE AGENCY	3,778,658	0.12%
100	ARROWHEAD WHOLESALE INSURANCE SERVICES, INC.	3,730,542	0.12%
	<b>SUBTOTAL</b>	<b>\$2,741,677,245</b>	<b>87.65%</b>
	ALL OTHER BROKERS	386,229,043	12.35%
	<b>TOTAL</b>	<b>\$3,127,906,289</b>	<b>100.00%</b>

## Top 100 Nonadmitted Carriers

Based on Premium Processed through September 30, 2010

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
1	LEXINGTON INSURANCE COMPANY	\$546,609,071	17.48%
2	SCOTTSDALE INSURANCE COMPANY	117,118,144	3.74%
3	LLOYD'S OF LONDON SYNDICATE #2623	97,538,453	3.12%
4	EMPIRE INDEMNITY INSURANCE COMPANY	75,975,077	2.43%
5	STEADFAST INSURANCE COMPANY	67,450,545	2.16%
6	QBE SPECIALTY INSURANCE COMPANY	61,695,052	1.97%
7	EVANSTON INSURANCE COMPANY	60,847,849	1.95%
8	COLUMBIA CASUALTY COMPANY	59,891,185	1.91%
9	AXIS SURPLUS INSURANCE COMPANY	58,777,977	1.88%
10	LANDMARK AMERICAN INSURANCE COMPANY	56,560,095	1.81%
11	ENDURANCE AMERICAN SPECIALTY INSURANCE COMPANY	51,758,686	1.65%
12	ASSOCIATED ELECTRIC & GAS INSURANCE SERVICES LIMITED	51,562,632	1.65%
13	ARCH SPECIALTY INSURANCE COMPANY	51,178,084	1.64%
14	ILLINOIS UNION INSURANCE COMPANY	51,076,996	1.63%
15	MT. HAWLEY INSURANCE COMPANY	49,407,406	1.58%
16	IRONSHORE SPECIALTY INSURANCE COMPANY	47,684,392	1.52%
17	COLONY INSURANCE COMPANY	47,585,801	1.52%
18	ADMIRAL INSURANCE COMPANY	46,258,927	1.48%
19	CHARTIS SPECIALTY INSURANCE COMPANY	45,098,934	1.44%
20	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	44,732,110	1.43%
21	HOUSTON CASUALTY COMPANY	43,243,467	1.38%
22	FIRST MERCURY INSURANCE COMPANY	37,510,933	1.20%
23	NAVIGATORS SPECIALTY INSURANCE COMPANY	36,220,290	1.16%
24	LLOYD'S OF LONDON SYNDICATE #2003	35,159,304	1.12%
25	LIBERTY SURPLUS INSURANCE CORPORATION	33,866,320	1.08%
26	LLOYD'S OF LONDON SYNDICATE #0033	32,579,460	1.04%
27	LLOYD'S OF LONDON SYNDICATE #2987	32,314,660	1.03%
28	SWISS RE INTERNATIONAL SE	32,255,410	1.03%
29	AMERICAN SAFETY INDEMNITY COMPANY	32,170,680	1.03%
30	ESSEX INSURANCE COMPANY	31,710,944	1.01%
31	GREAT LAKES REINSURANCE (UK) PLC	30,072,253	0.96%
32	ASPEN SPECIALTY INSURANCE COMPANY	29,782,217	0.95%
33	GEMINI INSURANCE COMPANY	29,677,677	0.95%
34	CHUBB CUSTOM INSURANCE COMPANY	28,661,940	0.92%
35	PRINCETON EXCESS AND SURPLUS LINES INSURANCE COMPANY	27,968,048	0.89%
36	INDIAN HARBOR INSURANCE COMPANY	27,123,267	0.87%
37	NAUTILUS INSURANCE COMPANY	26,905,328	0.86%
38	INTERSTATE FIRE & CASUALTY COMPANY	26,813,106	0.86%
39	CATLIN SPECIALTY INSURANCE COMPANY	26,077,839	0.83%
40	JAMES RIVER INSURANCE COMPANY	23,976,951	0.77%
41	LLOYD'S OF LONDON SYNDICATE #0623	23,859,314	0.76%
42	MAX SPECIALTY INSURANCE COMPANY	23,598,737	0.75%
43	LLOYD'S OF LONDON SYNDICATE #0510	22,366,666	0.72%
44	CENTURY SURETY COMPANY	22,029,789	0.70%
45	NORTH AMERICAN CAPACITY INSURANCE COMPANY	18,954,319	0.61%
46	GREAT AMERICAN E&S INSURANCE COMPANY	17,823,000	0.57%
47	DARWIN SELECT INSURANCE COMPANY	17,821,851	0.57%
48	ALLIED WORLD NATIONAL ASSURANCE COMPANY	16,936,651	0.54%
49	LLOYD'S OF LONDON SYNDICATE #1200	16,496,683	0.53%
50	LLOYD'S OF LONDON SYNDICATE #2488	16,043,114	0.51%

**THE SURPLUS LINE ASSOCIATION OF CALIFORNIA**  
*Safeguarding Consumers*

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
51	BURLINGTON INSURANCE COMPANY	15,323,749	0.49%
52	ENERGY INSURANCE MUTUAL LIMITED	14,261,449	0.46%
53	LLOYD'S OF LONDON SYNDICATE #2001	14,221,745	0.45%
54	LLOYD'S OF LONDON SYNDICATE #4472	13,825,215	0.44%
55	HUDSON SPECIALTY INSURANCE COMPANY	13,219,545	0.42%
56	LLOYD'S OF LONDON SYNDICATE #1084	12,697,985	0.41%
57	LLOYD'S OF LONDON SYNDICATE #1414	12,591,922	0.40%
58	LLOYD'S OF LONDON SYNDICATE #0958	12,518,981	0.40%
59	UNITED SPECIALTY INSURANCE COMPANY	12,292,933	0.39%
60	COMMONWEALTH INSURANCE COMPANY	12,049,185	0.39%
61	LLOYD'S OF LONDON SYNDICATE #4444	12,009,183	0.38%
62	LLOYD'S OF LONDON SYNDICATE #4242	11,976,878	0.38%
63	EVEREST INDEMNITY INSURANCE COMPANY	11,292,898	0.36%
64	WESTERN HERITAGE INSURANCE COMPANY	10,866,537	0.35%
65	LLOYD'S OF LONDON SYNDICATE #5000	10,480,110	0.34%
66	GENERAL STAR INDEMNITY COMPANY	10,413,472	0.33%
67	COLONY NATIONAL INSURANCE COMPANY	10,246,215	0.33%
68	LLOYD'S OF LONDON SYNDICATE #2010	10,050,013	0.32%
69	NATIONAL FIRE & MARINE INSURANCE COMPANY	9,677,056	0.31%
70	ASPEN INSURANCE UK LIMITED	9,550,223	0.31%
71	GENERAL SECURITY INDEMNITY COMPANY OF ARIZONA	9,318,007	0.30%
72	LLOYD'S OF LONDON SYNDICATE #3624	8,944,584	0.29%
73	LLOYD'S OF LONDON SYNDICATE #1206	8,726,090	0.28%
74	LLOYD'S OF LONDON SYNDICATE #4020	8,654,885	0.28%
75	LLOYD'S OF LONDON SYNDICATE #0807	8,461,543	0.27%
76	ROCKHILL INSURANCE COMPANY	8,227,414	0.26%
77	HOMELAND INSURANCE COMPANY OF NEW YORK	8,195,893	0.26%
78	UNITED NATIONAL INSURANCE COMPANY	7,978,266	0.26%
79	FIREMAN'S FUND INSURANCE COMPANY OF OHIO	7,891,731	0.25%
80	LLOYD'S OF LONDON SYNDICATE #0570	7,810,418	0.25%
81	LLOYD'S OF LONDON SYNDICATE #2791	7,722,015	0.25%
82	FIRST SPECIALTY INSURANCE CORPORATION	7,491,714	0.24%
83	LLOYD'S OF LONDON SYNDICATE #1183	7,451,941	0.24%
84	ST. PAUL SURPLUS LINES INSURANCE COMPANY	7,383,719	0.24%
85	MOUNT VERNON FIRE INSURANCE COMPANY	7,268,093	0.23%
86	MAXUM INDEMNITY COMPANY	6,979,056	0.22%
87	LLOYD'S OF LONDON SYNDICATE #1209	6,588,936	0.21%
88	AXIS SPECIALTY EUROPE LIMITED	6,414,542	0.21%
89	USF INSURANCE COMPANY	6,388,691	0.20%
90	GOTHAM INSURANCE COMPANY	6,263,880	0.20%
91	LLOYD'S OF LONDON SYNDICATE #2000	5,856,560	0.19%
92	LLOYD'S OF LONDON SYNDICATE #2121	5,728,572	0.18%
93	LLOYD'S OF LONDON SYNDICATE #1225	5,540,136	0.18%
94	PENN-STAR INSURANCE COMPANY	5,503,612	0.18%
95	LLOYD'S OF LONDON SYNDICATE #0435	5,407,065	0.17%
96	INTERNATIONAL INSURANCE COMPANY OF HANNOVER LIMITED	5,075,730	0.16%
97	T.H.E. INSURANCE COMPANY	4,981,469	0.16%
98	AMERICAN EMPIRE SURPLUS LINES INSURANCE COMPANY	4,712,080	0.15%
99	TORUS SPECIALTY INSURANCE COMPANY	4,688,893	0.15%
100	AIX SPECIALTY INSURANCE COMPANY	4,581,557	0.15%
	<b>SUBTOTAL</b>	<b>\$2,954,630,022</b>	<b>94.46%</b>
	All Other Companies	173,276,268	5.54%
	<b>TOTAL</b>	<b>\$3,127,906,289</b>	<b>100.00%</b>



## Top 50 Coverages

Based on Premium Processed through September 30, 2010

RANK	EXPORT	COVERAGE	PREMIUM PROCESSED	% OF TOTAL
1		GENERAL LIABILITY	\$578,622,551	18.50%
2	E	COMMERCIAL DIC/STAND ALONE EARTHQUAKE	448,778,177	14.35%
3		ERRORS AND OMISSIONS	383,086,949	12.25%
4		ALL RISK COMMERCIAL PROPERTY	245,398,888	7.85%
5		SPECIAL MULTI-PERIL PACKAGE	213,798,160	6.84%
6		EXCESS LIABILITY	171,080,017	5.47%
7	E	INDIVIDUAL INSURED WITH LARGE SCHEDULES WHERE THE TIV (TOTAL INSURED VALUES) ARE IN EXCESS OF \$500 MILLION	168,924,529	5.40%
8		MISCELLANEOUS	132,478,312	4.24%
9	E	EXCESS LIABILITY WHERE PART OF UNDERLYING IS NONADMITTED	115,846,406	3.70%
10		PROFESSIONAL LIABILITY	98,451,851	3.15%
11		DIRECTORS AND OFFICERS	74,014,019	2.37%
12	E	EMPLOYMENT PRACTICES LIABILITY	52,306,034	1.67%
13	E	ENVIRONMENTAL IMPAIRMENT REMEDIATION & POLLUTION LIABILITY	47,804,136	1.53%
14		COMMERCIAL PROPERTY-BASIC	38,034,958	1.22%
15	E	PRODUCTS/COMPLETED OPERATIONS (WRITTEN ON A STAND ALONE BASIS)	36,646,013	1.17%
16		INLAND MARINE	24,149,183	0.77%
17	E	HIGH LIMITS DISABILITY	23,001,023	0.74%
18	E	VACANT BUILDINGS	22,889,499	0.73%
19		HOMEOWNERS MULTI-PERIL	20,138,372	0.64%
20		HOSPITALS	17,319,626	0.55%
21	E	EVENT CANCELLATION	16,895,714	0.54%
22		AUTO PHYSICAL DAMAGE-COMMERCIAL	15,416,447	0.49%
23		HOMEOWNERS	14,113,830	0.45%
24	E	CONTRACTORS ENGAGED IN CONSTRUCTION OF NEW TRACT HOMES AND/OR NEW CONDOMINIUMS	13,123,756	0.42%
25		TERRORISM	10,362,209	0.33%
26		AVIATION	10,353,020	0.33%
27		AUTO LIABILITY-COMMERCIAL	10,023,243	0.32%
28		GARAGE LIABILITY	9,768,803	0.31%
29	E	SECURITY GUARD SERVICES	9,423,083	0.30%
30		SINGLE FAMILY DWELLING/DUPLEX	8,853,017	0.28%
31		ACCIDENT	8,759,459	0.28%
32	E	PRODUCTS RECALL	7,559,101	0.24%
33	E	PERSONAL ARTICLES FLOATERS WRITTEN ON A STAND ALONE BASIS WHERE THE VALUE OF THE SCHEDULE IS IN EXCESS OF \$1,000,000 OR CONTAINS A SINGLE ITEM(S) OVER \$100,000	4,500,480	0.14%
34		GROUP HEALTH	4,470,823	0.14%
35	E	AMUSEMENT PARKS/CARNIVALS/DEVICES	4,387,862	0.14%
36		AUTO COMBINED LIAB & PHYS DAMAGE-COMM.	4,385,259	0.14%
37		EXCESS WORKERS COMPENSATION	4,300,231	0.14%
38		RESIDENTIAL EARTHQUAKE	3,696,284	0.12%
39		PRODUCT TAMPERING	3,095,150	0.10%
40		DISABILITY INCOME	2,878,600	0.09%
41		FIDELITY	2,727,116	0.09%
42	E	CRANE & RIGGING CONTRACTORS	2,718,489	0.09%
43	E	SHORT TERM SPECIAL EVENTS (EXCLUDING HOLE IN ONE COVERAGE)	2,656,675	0.08%
44		SPECIAL MULTI-PERIL WITH TERRORISM	2,501,102	0.08%
45	E	CLINICAL & SIMILAR TESTS OF PHARMACEUTICAL, MEDICAL, BIOLOGICAL AND OTHER SIMILAR PRODUCTS	1,872,717	0.06%
46		BONDS	1,862,886	0.06%
47	E	AMUSEMENT PARKS/CARNIVALS AND AMUSEMENT DEVICES	1,859,054	0.06%
48	E	EXCESS FLOOD	1,486,177	0.05%
49		CRIME	1,469,200	0.05%
50	E	EXCESS CRIME	1,450,666	0.05%
		<b>SUBTOTAL</b>	<b>\$3,099,739,157</b>	<b>99.10%</b>
		All Other Coverages	28,167,132	0.90%
		<b>TOTAL</b>	<b>\$3,127,906,289</b>	<b>100.00%</b>

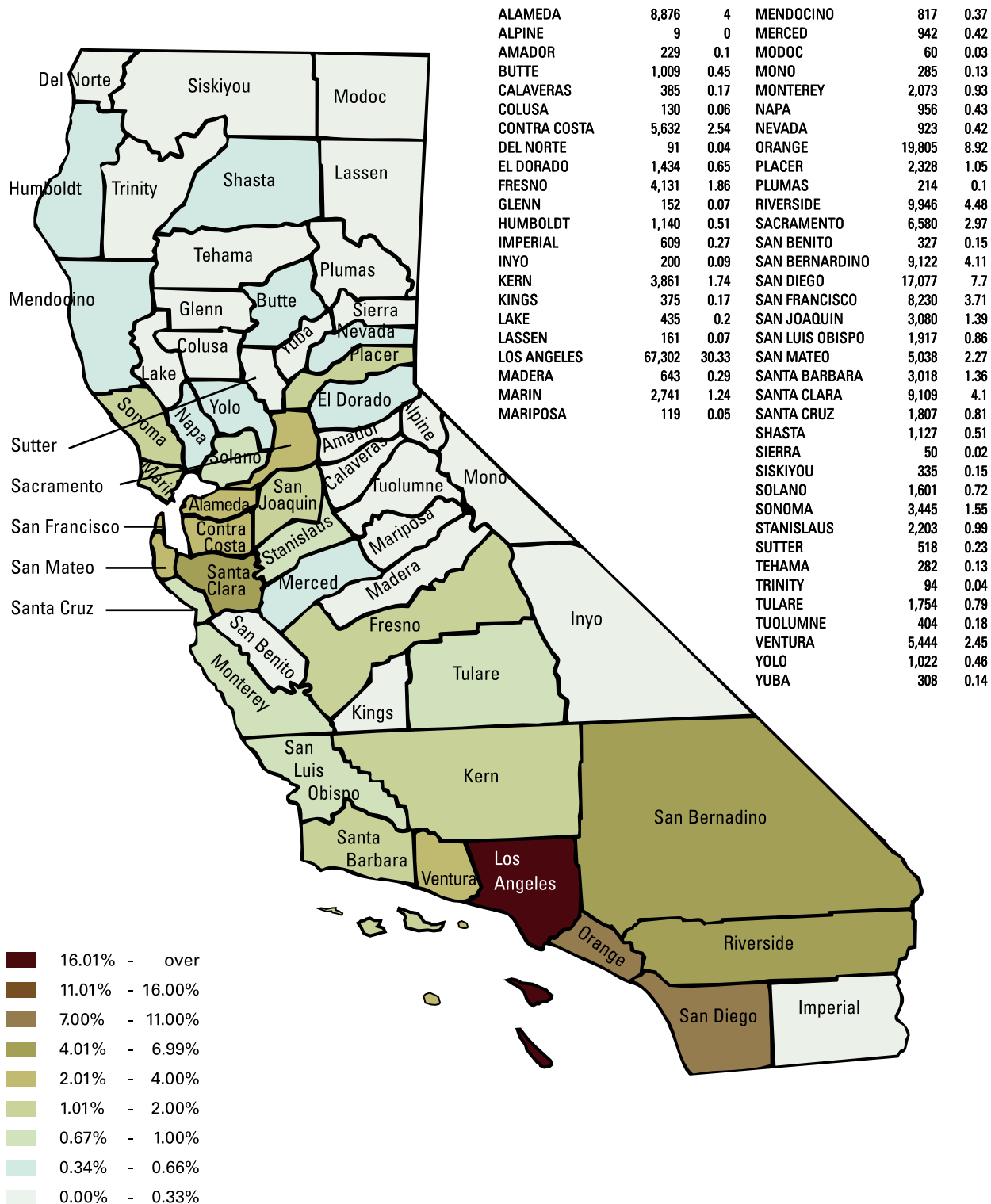
**Premiums by County**

*Based on Premium Processed through September 30, 2010*



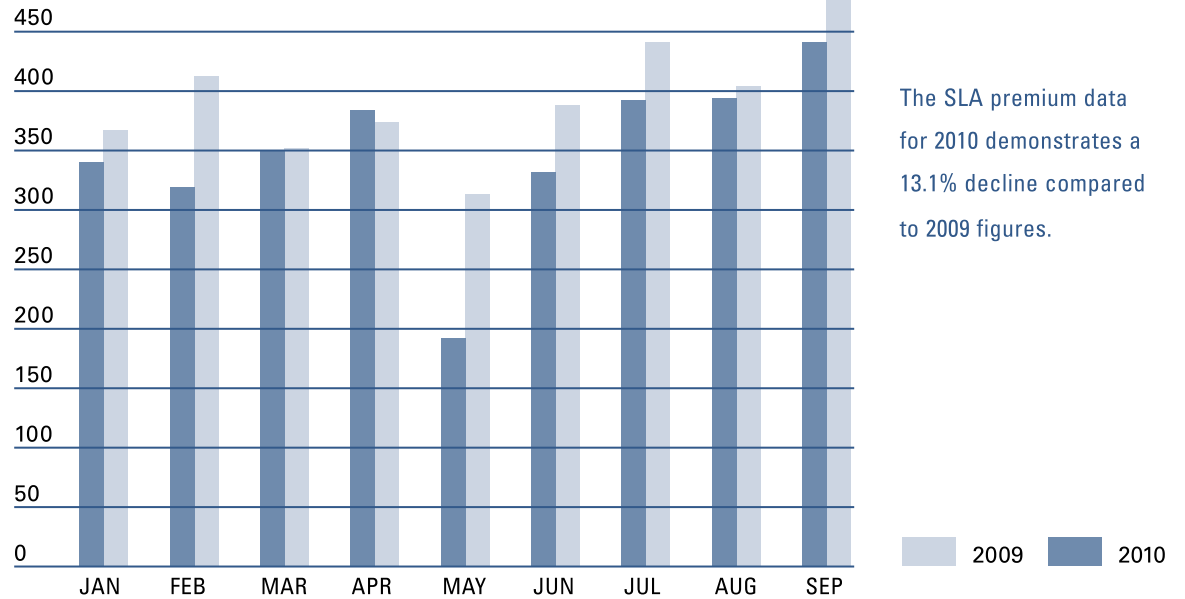
# Surplus Lines Policies by County

Based on Policies Processed through September 30, 2010



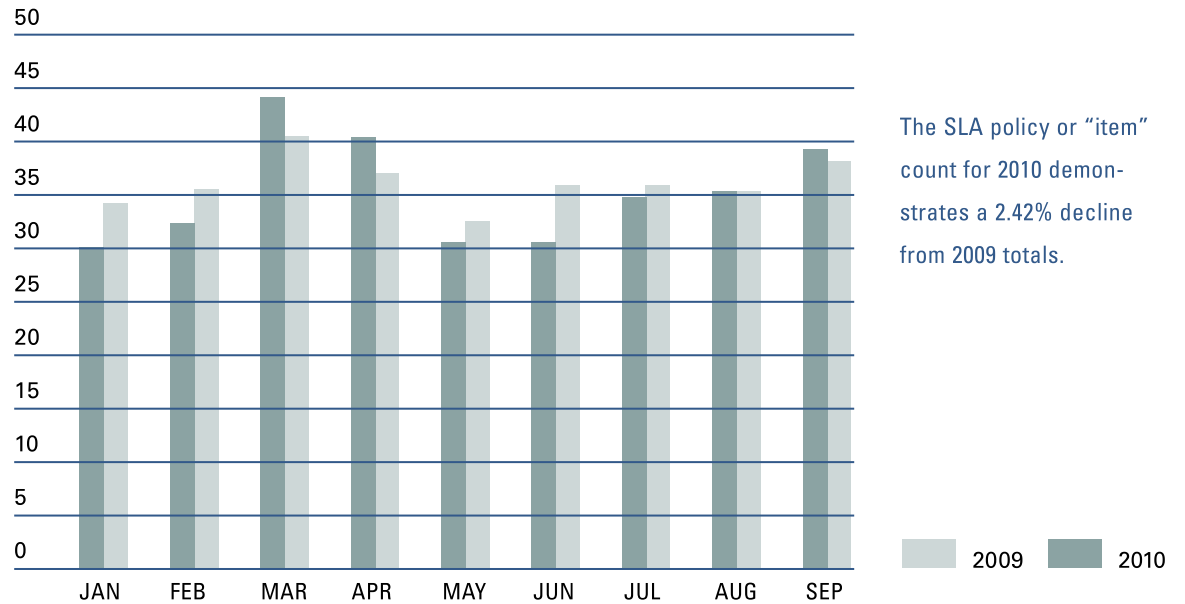
**Comparison of Premium Processed for 3rd Quarter 2010 versus 2009**

*All values represented in Millions*



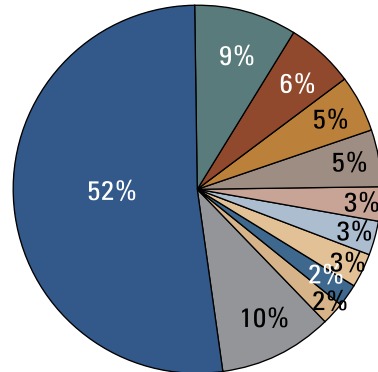
**Comparison of Items Processed for 3rd Quarter 2010 versus 2009**

*All values represented in Thousands*



## Issued Tags for 3rd Quarter 2010

Tags Description	Percentage	Count
Late Filing with Explanation	52%	41,961
Late Filing	9%	7,334
Incomplete SL2 Form	6%	4,837
Section 7(B) of SL2 Incomplete	5%	4,168
Incomplete SL1 Form	5%	3,691
Renewal has No Record of Prior Policy	3%	2,698
No Record of Policy Endorsement	3%	2,429
Incomplete Admitted Company Names	3%	2,177
Invoice Date	2%	1,655
Lloyd's Syndicate Numbers	2%	1,456
All Other Tags	10%	8,062
Total		80,468



*Over 50% of the tags issued by the stamping office are for late filings with explanation.*

## INFORMATION TECHNOLOGY

The new Stamping Office software “EAS” that went into production at the SLA in December, 2009 continues to benefit the SLA through faster and more accurate filing information. The SLA IT department is continually working to enhance and improve the software, making internal processes more streamlined and system users more efficient.

The electronic filing project, or Broker Portal, is nearing the beginning of development phase. Infinity Software completed a detailed requirements and design analysis earlier this year, which will serve as the basis for modifying their SLIP software for SLA and member filing needs. Recent regulatory changes affecting the Surplus Line community will have an impact on the project, and the SLA IT department is evaluating those impacts to the project scope

and schedule. The system is planned to be available to all SLA members by Q2'2011.

The SLA IT department has also implemented internal software and utilities to provide better diagnostic and performance information about its systems, reducing problem resolution times and accuracy. And, in the interest of continually reducing internal operating expenses, the IT department has worked with the SLA HR department on selecting new payroll and HR software from ADP. This will reduce costs by providing better information for employees through paperless processes. The ADP implementation project is scheduled to “go-live” on the first pay period in 2011. For more information about the SLA, visit us at [www.slacal.org](http://www.slacal.org).



# Scheduled Events for The Surplus Line Association of California

Annual Meeting 2011

## Annual Meeting 2011

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**Save The Date!**

**THE SURPLUS LINE ASSOCIATION OF CALIFORNIA  
WILL HOLD ITS ANNUAL MEETINGS ON THE FOLLOWING  
DATES**

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**Tuesday, January 25, 2011**

The Bently Reserve

301 Battery Street

San Francisco, CA 94103

**Thursday, January 27, 2011**

The Jonathan Club

545 S. Figueroa Street

Los Angeles, CA 90071

## 2010 SLA Executive Committee

**Les Ross - Chairman**

*Wholesale Trading Co-Op Ins.  
Services, LLC*

**Patrick Hanley - Vice Chairman**

*Socius Insurance Services, Inc.*

**Davis Moore - Secretary Treasurer**

*Worldwide Facilities, Inc*

**John Edack**

*Arch Specialty Insurance Agency, Inc.*

**Dean Andrighetto**

*Westchester Specialty Insurance  
Services*

**Denis Brady**

*American E & S Insurance Brokers*

**Chris Brown**

*Brown & Riding Insurance Services, Inc.*

**Frank Cravens**

*M.J. Hall & Company, Inc.*

**Ian Fitt**

*Western Re/Managers Insurance  
Services, Inc.*

**Phil Mazur**

*Swett & Crawford*

**Anne McNally**

*Wells Fargo Insurance Services*

**Pam Quilici**

*Crouse & Associates*

**Gerald J Sullivan**

*Gerald J. Sullivan & Associates*

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**Joy Erven**

*Director, Stamping Office, SLA*

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