

# SLA Quarterly

## FEBRUARY 2002

### SLA Elects New Officers!



**Horst Lechler**  
Executive Chair, 2002



**Katie A. Freeman**  
Vice Chair, 2002



**Greg Crouse**  
Secretary/Treasurer, 2002

#### **\*REMINDER\*- Tax Forms Due March 1st\***

The CA Department of Insurance will not be sending out tax forms this year. **You must get your tax forms on-line.** You can download them from the CA Department of Insurance website at [www.insurance.ca.gov](http://www.insurance.ca.gov) or from our website at [www.slacal.org](http://www.slacal.org).

### *What's Inside:*

- REPORT OF THE CHAIR, Pg. 1-2
- LEGISLATIVE UPDATE, Pg. 2
- ANNUAL MEETING SPEECH OF THE EXECUTIVE DIRECTOR, Pg 3-4
- REPORT OF THE DIRECTOR OF THE STAMPING OFFICE, Pg. 5
- COMPARISON GRAPHS, Pg. 6
- MEMBER PROFILE, Pg. 7
- TOP 25 WRITERS, Pg. 8
- TOP 20 COVERAGES, Pg. 9
- TOP 100 CA BROKERS, Pg. 10-11
- EDUCATIONAL CALENDAR, Pg. 12
- SLA OFFICERS AND STAFF, Pg. 12

The Surplus Line Association of California  
 388 Market Street, 11th Floor  
 San Francisco, CA 94111  
 Phone: (415)434-4900  
 Fax: (415)434-3716  
 E-Mail: Via the SLA Website  
[www.slacal.org](http://www.slacal.org)

### **Report of the Chair**

The SLA Annual Meeting held January 15 in San Francisco and January 17, 2002 in Beverly Hills was moderated by the Association's 2001 Chair, Stacey A. Beougher of IIW Insurance Services, Dublin, CA. Stacey thanked the members for their attendance and recognized the regulators from the California Department of Insurance in the audience. Stacey also thanked her committee chairs, Bob Gilbert, chair of the Stamping Committee,

Kathy Nelson chair of the Education Committee, Horst Lechler, chair of the Automation Committee, and Dave Anderson, chair of the Legislative Committee.

Stacey noted that one of the biggest accomplishments was the completion of a new computer system to run the stamping office's data processing needs. "This database will soon bring greater ease to your ability to comply with the SLA filing procedures. Another accomplishment was the renewal of a three-year strategic plan which establishes perfor-

*(Continued on Page 2)*

*(Continued From Page 1)*  
mance targets in the areas of leadership, professional development, public relations, information management, organizational development and resources”, she said. “Our vision is that the SLA will continue to realize a lawful non-admitted insurance market in California, and will protect and perpetuate a surplus line industry that continues to serve as a vital resource to meet the needs of California insurance consumers.”

Stacey concluded by saying the membership of the Surplus Line Association can take pride in the public/private partnership they have forged with the California Department of Insurance. “Together, we have achieved the appropriate balance between our role as an advisory organization to the Department of Insurance and

as a member driven organization of brokers,” she said. “I complete my term of office confident that the SLA will continue to thrive in the 21<sup>st</sup> Century as an effective entity, adding value to Surplus Line Brokers and the insurance consuming public we serve.”

In the business portion of the meeting, Stacey presided over the election of officers for 2002. Horst Lechler of Anderson & Murison was elected Chairman. The other elected officers are Katie Freeman of Katie Freeman Insurance who will serve as Vice Chair, and Greg Crouse of Crouse & Associates who will serve as Secretary Treasurer. The remaining elected members of the Executive Committee are Stacey Beougher of IIW Insurance Services, Chris Brown of Brown & Riding Insurance Brokers, Hartley Cravens of Cravens, Lefler & McCor-

mick, Hank Haldeman of Gerald J. Sullivan & Associates, Inc., Rupert Hall of M. J. Hall & Company, Inc., Michael Heagerty of Harry W. Gorst Company, Inc., Phillip Mazur of Swett & Crawford Group, Ceil Norton of Burns & Wilcox Insurance, James Pettipas of ECM Surplus Lines Brokers and John Tastor of Arthur J. Gallagher & Company.

Those present also enjoyed a one-hour presentation by the candidates for California Insurance Commissioner. The panel program, moderated by SLA General Counsel James Woods of LeBoeuf, Lamb, Greene & MacRae, included Assemblyman Tom Calderon and Bill Winslow in San Francisco, and Assemblyman Tom Calderon and former Assemblyman Tom Umberg in Beverly Hills. ■

## Legislative Update

### Optional Federal Charters Proposed in Congress

U.S. Senator Charles Schumer (D-NY) has introduced a bill in the United States Senate that would give insurance companies an option to obtain a federal charter or license and would create a new office of the National Insurance Commissioner under the U.S.

Treasury Department. The federal charter would exempt national insurers from most state regulation including rate and form regulation. The Commissioner would serve a 5-year term, and could issue regulations on minimum capital requirements and reserving rules for nationally char-



tered insurers and producers. Producers who have a state agents or brokers license could not do business with a nationally chartered company unless they obtain a national producers license. ■

## SLA Annual Meeting 2002 Speech of the Executive Director, Theodore M. Pierce



**Ted Pierce**  
Executive Director

Thank you Stacey, its been a pleasure to work with you this year. In 2001, the Surplus Line Association of California experienced a 6.9 percent increase in processed premium compared to year 2000 totals. This \$1.74 billion in premiums does not account for a 4-month backlog of unprocessed premiums. Clearly, we are experiencing an increase in volume that coincides with the hard market we are experiencing.

Stacey Beougher mentioned the completion of the new SLA database. There's a lot more to the storage, retrieval, search and transaction processing capabilities we have developed for the

processing of surplus line brokers batch filings than any of us up here could possibly explain. The coverage codes, the SIC codes, the admitted carriers and their classes of business, the automated tags, the linking of the LESLI list to broker filings, multiple syndicate lists, the capturing of certificates to master policies and related search capabilities all combine to make a very complex database. The task of maintaining the data processing capabilities necessary to perform the functions of the stamping office are enormous and require tremendous resources as you are about to hear from the Director of the Stamping Office, Deanna Zanoni.

Moving to the subject of the California Department of Insurance, the CDI has published the Export List with no changes this year. The Export List is the coverages and risk categories that can be exported to companies on the list of eligible surplus line insurers without having to conduct a diligent search of the admitted market. I encourage you to study the Export List and to use it.

Moving to the California Legislature, in 2001 only one bill was enacted of major consequence to surplus line brokers. SB 1136 repealed the Jan. 1, 2002 expiration date on California insurance code sections 703.1 and 1773 governing advertising and solicitations by non-admitted insurers and surplus line brokers. There has been no change in the law here. The purpose of the this bill was to make these statutes permanent.

The other external forces we are monitoring include the Federal Gramm-Leach-Bliley Act which created a November 2002 deadline for a majority of the states to establish reciprocal or uniform non-resident broker licensing. California will not be among the majority of states willing to abide by this federal mandate due to the low standards established by the National Association of Insurance Commissioners for obtaining the licenses. A year ago, I told you non-resident surplus line broker licensing would be an eventual certainty in Califor-

*(Continued On Page 4)*

*(Continued From Page 3)*

nia. Today it doesn't look as likely. In fact, the California Department of Insurance now requires finger print submissions from all new applicants for non-resident broker licenses—which further pushes California into the category of a non-reciprocal state under the Gramm-Leach-Bliley Act.

On the subject of optional federal charters for insurance companies, we are following developments in Washington, D.C. with regards to three industry sponsored proposals to establish federal charters for insurance companies. These industry proposals have been floated by the American Council of Life Insurers, the American Insurance Association and the American Bankers Insurance Association.

A bill that incorporates some of the provisions of all three of these proposals has already been introduced in the United States Senate by Senator Charles Schumer a Democrat from New York. This bill would have the U.S. Treasury Department serve as a federal regulator of insurance. The three proposals and the Schumer bill would generally give nationally licensed insurers exemption for state rate and form

filing which would blur the distinction between surplus line carriers and admitted carriers if all companies opt for a federal charter.

On another subject, we have been waiting since September 11, 2001 for some form of federal support for insurers and reinsurance against terrorist attacks. Thus far, the effect of the September 11 terrorist attacks in New York City and the Pentagon have only created small ripples in the California surplus lines market. A few carriers have had their Standard & Poors and or A.M. Best ratings lowered and we have seen some consolidation at Lloyd's. In 2001 we had 143 syndicates on the List of Eligible Surplus Line Insurers. In 2002, there may only be 113.

On the subject of terrorism exclusions, the CDI has denied an Insurance Services Office (ISO) request that 100's of insurers be allowed to exclude terrorism coverage from commercial policies. Thirty-five states have approved the ISO request—but not California and not New York. The prohibition on terrorist exclusions may not apply to non-admitted carriers, but this exemption cannot be used solely for the purposes of

export to the surplus line market.

In conclusion, I'd like to say something about the dedication of the SLA staff. The unique training and competencies required to operate the stamping office make employee retention at the SLA absolutely critical. SLA employees do their work without any great rewards. Just the satisfaction that California consumers are protected. And the knowledge that we have a lawful and orderly Surplus Lines Market. And in knowing that they serve a professional, competent and very ethical surplus line brokerage community.

Thank you all very much. ■



**\*NEW WEB ADDRESS\***

Our web address has changed. We will no longer be at [www.sla-cal.org](http://www.sla-cal.org). Our new address is [www.slacal.org](http://www.slacal.org).



## Report of the Director of the Stamping Office, *Deanna Zanoni*



**Deanna Zanoni**  
Director of the Stamping  
Office

Happy New Year! Our Data Processing Department processed \$1,743,000 in premiums for the year 2001. This is up 6.9% over 2000. The total item count however, was down 18.21% for 2001. The increase in premium was due to several huge premiums on ten year policies processed during the year. We have a large backlog due to the Transaction Rewrite of our AS400 System. If you have filed batches with us and they have not been processed, please be patient. We have taken steps to decrease the backlog. The top coverages filed in 2001 were: General Liability being 26% of the total filings, also, Environmental Impairment, Errors & Omissions, Commercial DIC

and Directors & Officers Liability.

Our Education Department hosted a total of 29 seminars for continuing education this last year, for a total of 48 CE credits.

Our Financial Department has been busy reviewing the companies on the LESLI list. At the end of the year 2001, the LESLI list consisted of 94 Foreign Companies, 35 Alien Companies and 143 Lloyd's Syndicates.

Our IT Department was very involved in the transaction rewrite of our AS400 System this last year. I would like to thank many of our employees for their dedication to the project. They put in many hours, working late into the night, as well as Saturdays and Sundays. They put in many hours far and above their regular work week.

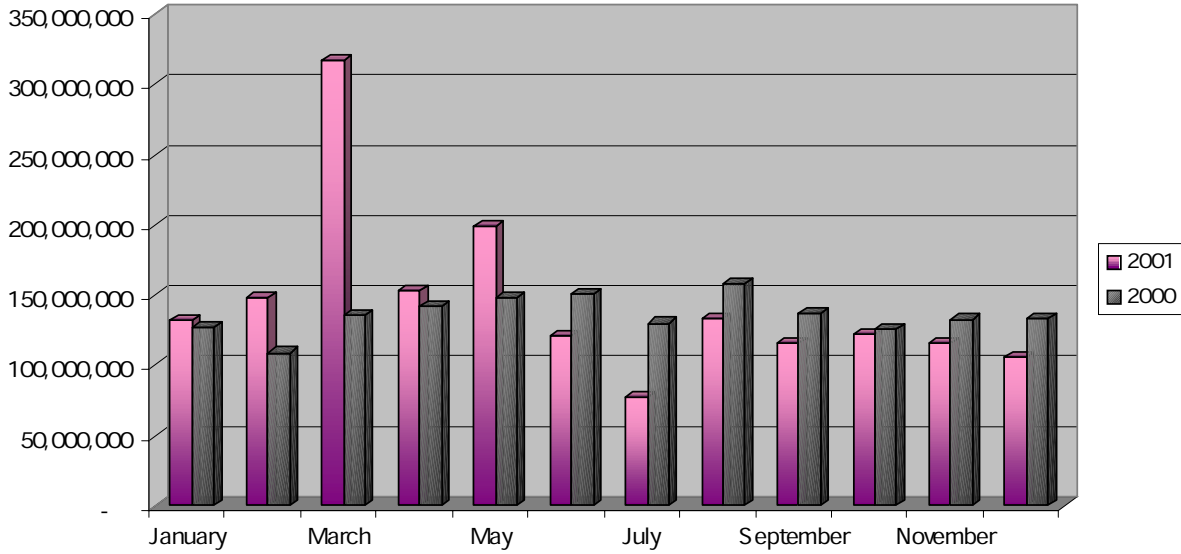
Mark your calendars! Your Annual Statement and Tax Return is due to the Department of Insurance on March 1. This year the forms are online at the Department of Insurance's website at [www.insurance.ca.gov](http://www.insurance.ca.gov), or on our website at [www.slacal.org](http://www.slacal.org).

There was no change in the state tax or stamping fee for the year 2002. The state tax is currently at 3% and the stamping fee at .025%.

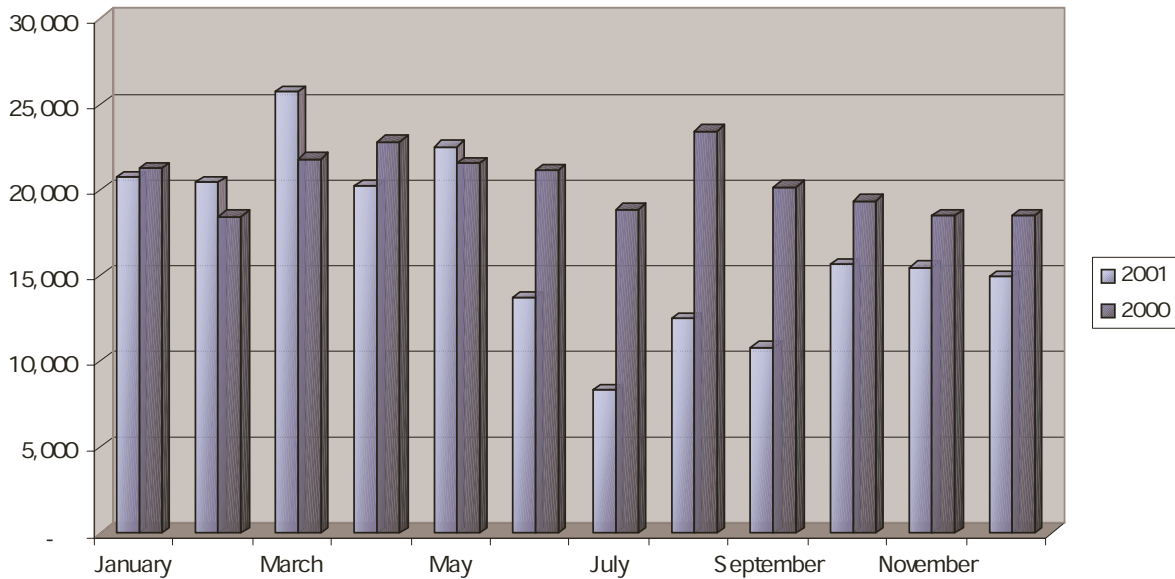
The Western States Surplus Line Conference this year will be hosted by Washington state. The conference will be held at Whistler in British Columbia, Canada. The dates of the conference are July 25 through July 28. California will be the host state in 2005. We have already contracted with the Hotel Del Coronado in San Diego. ■

# 2002

Comparison of Premium Volume for 2001 vs 2000



Comparison of Item Count for 2001 vs 2000



## SLA MEMBER PROFILE

**MARY KING**  
**Senior Vice President &  
Branch Manager,  
Swett & Crawford, Los  
Angeles, CA**

### Personal Information:

- Born in Hillsboro, Wisconsin
- Moved to Atlanta, Georgia in 1985
- Moved to Los Angeles in 1994, lives in Redondo Beach
- Three grown children and 9 grandchildren

### Education:

- Bachelor's and Master's degree, in Business Education from the University of Wisconsin at Whitewater.
- Chartered Property and Casualty Underwriter (CPCU), Associate in Surplus Lines Insurance (ASLI), Associate in Risk Management (ARM) and Agency Automation Management (AAM) designations.

### Career

- Started in insurance by teaching Project/Invest to high school students and teaching the teachers in Wisconsin how to use the program. Sponsored by



**Mary King**

- the Big I of Wisconsin.
- Moved to Commercial Union Insurance, supervising customer service and rating, moving on to underwriting and marketing.
- Worked with putting captive insurance programs together.
- Worked in retail brokerage for several years in Atlanta, Georgia.
- Spent time in risk management consulting in Atlanta and Los Angeles
- Moved to Swett & Crawford in 2000. Currently Sr. Vice President/Branch Manager of the Los Angeles office.

### Professional Activities:

- Currently Vice President, CPCU chapter of Los Angeles

- Past-President, Orange Empire CPCU Chapter

### Interests

- Golf, reading and walking on the beach.

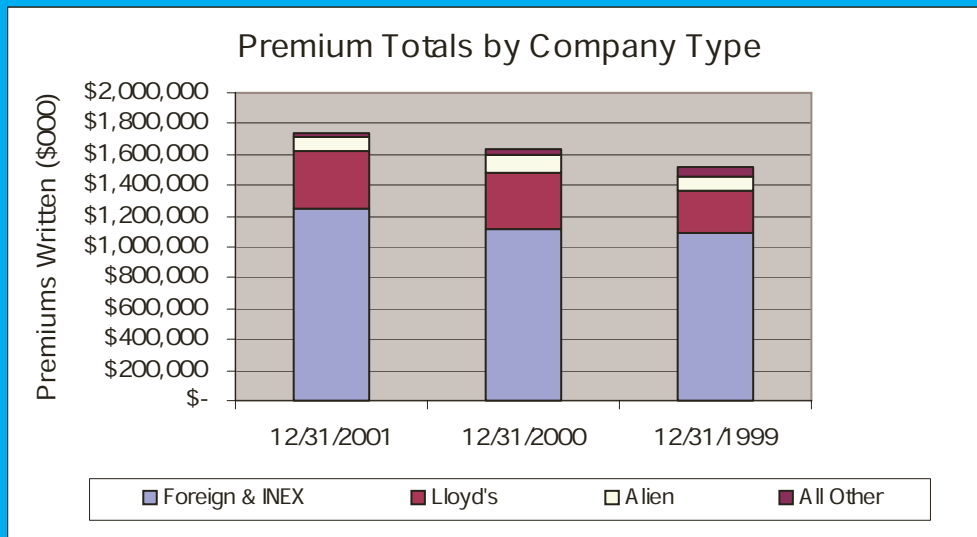
### Swett & Crawford

Founded over 87 years ago, Swett & Crawford is the nation's largest wholesale insurance broker and general agent. They are the leading resource for commercial insurance products, specialty programs and exclusive facilities. In the year 2000, Swett & Crawford placed over \$1 billion in premium volume in all areas of commercial insurance. Through its nationwide offices, Swett and Crawford assists retail agents in placing accounts with both standard and specialty carriers. They have over 60 binding authorities for many of the nation's key specialty markets. ■



## TOP 25 SURPLUS LINE WRITERS IN CALIFORNIA BY PREMIUM PROCESSED FOR THE YEAR 2001

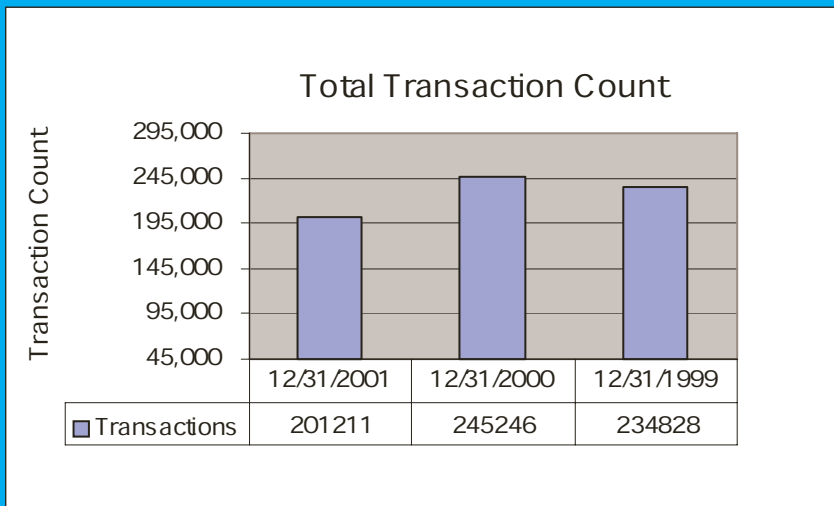
RANK	COMPANY	PREMIUM	% of Total
1	UNDERWRITERS AT LLOYD'S OF LONDON	\$376,305,962	21.59%
2	AMERICAN INTERNATIONAL SPECIALTY LINES INSURANCE CO.	234,761,276	13.47%
3	LEXINGTON INSURANCE COMPANY	119,372,782	6.85%
4	SCOTTSDALE INSURANCE COMPANY	76,232,480	4.37%
5	STEADFAST INSURANCE COMPANY	60,696,556	3.48%
6	EVANSTON INSURANCE COMPANY	53,830,043	3.09%
7	ADMIRAL INSURANCE COMPANY	49,362,823	2.83%
8	PACIFIC INSURANCE COMPANY LTD.	39,415,654	2.26%
9	ROYAL SURPLUS LINES INSURANCE COMPANY	38,969,474	2.24%
10	ESSEX INSURANCE COMPANY	38,722,495	2.22%
11	ILLINOIS UNION INSURANCE COMPANY	36,918,600	2.12%
12	GENERAL STAR INDEMNITY COMPANY	35,257,481	2.02%
13	NORTH AMERICAN CAPACITY INSURANCE COMPANY	30,810,136	1.77%
14	UNITED NATIONAL INSURANCE COMPANY	28,276,602	1.62%
15	CLARENDON AMERICA INSURANCE COMPANY	27,703,681	1.59%
16	ZURICH SPECIALTIES (LONDON) LIMITED	26,219,583	1.50%
17	CALIBER ONE INDEMNITY COMPANY	23,864,098	1.37%
18	FIRST SPECIALTY INSURANCE CORPORATION	21,408,639	1.23%
19	GULF UNDERWRITERS INSURANCE COMPANY	19,680,524	1.13%
20	AMERICAN EQUITY INSURANCE COMPANY	19,303,872	1.11%
21	COLUMBIA CASUALTY COMPANY	19,186,006	1.10%
22	COMMONWEALTH INSURANCE COMPANY	16,145,605	0.93%
23	GEMINI INSURANCE COMPANY	15,854,883	0.91%
24	CHUBB CUSTOM INSURANCE COMPANY	15,834,780	0.91%
25	AMERICAN EMPIRE SURPLUS LINES INSURANCE COMPANY	14,704,547	0.84%
<b>Sub-Total</b>		<b>\$1,438,838,580</b>	<b>82.55%</b>
All Other Companies		304,216,402	17.45%
<b>TOTAL - 2001</b>		<b>\$1,743,054,982</b>	<b>100.00%</b>





**20 LARGEST SURPLUS LINE COVERAGES BASED ON PREMIUM PROCESSED FROM CALIFORNIA BROKER FILINGS FOR YEAR 2001**

RANK	COVERAGE	TOTAL PREMIUM	% of Total
1	GENERAL LIABILITY	\$453,578,650	26.02%
2	ENVIRONMENTAL IMPAIRMENT REMEDIATION	171,866,880	9.86%
3	ERRORS AND OMISSIONS ALL OTHER	166,420,613	9.55%
4	COMMERCIAL DIC/STAND ALONE EQ	153,810,673	8.82%
5	DIRECTORS AND OFFICERS	123,353,838	7.08%
6	ALL RISK	93,681,292	5.37%
7	SPECIAL MULTI PERIL	82,352,031	4.72%
8	MISCELLANEOUS	65,945,973	3.78%
9	EXCESS LIABILITY	53,269,587	3.06%
10	CONTRACTORS ENGAGED IN NEW TRACT HOMES	49,978,993	2.87%
11	EMPLOYMENT PRACTICES LIABILITY	46,191,559	2.65%
12	EXCESS LIABILITY/UNDERLYING NONADMITTED	38,752,414	2.22%
13	IND INSURED W/LARGE SCHED TIV > \$500M	34,215,980	1.96%
14	INLAND MARINE	28,296,070	1.62%
15	PROFESSIONAL LIABILITY	23,772,063	1.36%
16	HIGH LIMITS DISABILITY	13,029,776	0.75%
17	PRODUCTS/COMPLETED OPERATIONS(STAND ALONE)	12,428,422	0.71%
18	HOMEOWNERS MULTIPERIL	12,138,991	0.70%
19	PHYSICAL DAMAGE-COMMERCIAL	12,100,935	0.69%
20	HOMEOWNERS	11,830,719	0.68%
	<b>SUB-TOTAL</b>	<b>1,647,015,458</b>	<b>94.49%</b>
	ALL OTHER LINES	96,039,524	5.51%
	<b>TOTALS</b>	<b>\$1,743,054,982</b>	<b>100.00%</b>



# TOP 100 CALIFORNIA SURPLUS LINE BROKERS BASED ON PREMIUM PROCESSED FOR YEAR 2001 1-50

RANK	BROKER	TOTAL PREMIUM	% of Total
1	MARSH USA INC.	\$277,593,545	15.93%
2	WESTERN RISK SPECIALISTS, INC.	119,295,616	6.84%
3	SHERWOOD INSURANCE SERVICES	92,833,668	5.33%
4	SWETT & CRAWFORD	84,510,879	4.85%
5	AMERICAN E & S INSURANCE BROKERS OF CALIFORNIA, INC.	50,030,281	2.87%
6	SHG INSURANCE SERVICES, LLC.	44,212,993	2.54%
7	TRI-CITY BROKERAGE, INC.	41,419,023	2.38%
8	AON RISK SERVICES, INC. OF SOUTHERN CALIFORNIA INSURANCE SERVICES	35,607,098	2.04%
9	CARPENTER & MOORE INSURANCE SERVICES INC.	35,474,345	2.04%
10	FIRST STATE MANAGEMENT GROUP, INC.	32,229,372	1.85%
11	WILLIS CORROON CORPORATION OF LOS ANGELES, INC.	30,923,552	1.77%
12	LEMAC & ASSOCIATES, INC.	28,936,066	1.66%
13	ZURICH E&S INSURANCE BROKERAGE, INC.	28,822,402	1.65%
14	WORLDWIDE FACILITIES, INC.	27,479,478	1.58%
15	BURNS & WILCOX INSURANCE SERVICES, INC.	26,780,717	1.54%
16	STEWART SMITH EAST, INC.	25,551,840	1.47%
17	HANLEY-MARQUEZ-LEFCOURT SURPLUS LINES, LLC.	23,542,143	1.35%
18	HEATH INSURANCE BROKERS INC.	23,517,106	1.35%
19	MTS INSURANCE SERVICES, LLC.	18,439,426	1.06%
20	ARTHUR J. GALLAGHER & CO. INSURANCE BROKERS OF CALIFORNIA, INC.	18,283,870	1.05%
21	NELSON, GORDON & JAMES INSURANCE SERVICES, INC.	17,106,633	0.98%
22	BROWN & RIDING INSURANCE SERVICES, INC.	16,546,717	0.95%
23	AON RISK SERVICES, INC. OF NORTHERN CALIFORNIA INSURANCE SERVICES	16,512,970	0.95%
24	MONARCH E & S INSURANCE SERVICES	16,258,075	0.93%
25	YATES & ASSOCIATES INSURANCE SERVICES, INC.	16,146,578	0.93%
26	ARROWHEAD GENERAL INSURANCE AGENCY, INC.	15,740,829	0.90%
27	WOODRUFF-SAWYER & COMPANY	15,390,750	0.88%
28	STERLING WEST INSURANCE SERVICES, INC.	15,372,497	0.88%
29	W.K. COOPER & CO. INTERNATIONAL INSURANCE BROKERS, INC.	15,179,131	0.87%
30	BLISS & GLENNON, INC.	14,896,746	0.85%
31	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC.	14,328,227	0.82%
32	UNITED NETWORK OF INSURANCE SERVICE, INC.	13,928,598	0.80%
33	PETERSEN INTERNATIONAL UNDERWRITERS	13,130,831	0.75%
34	PARTNERS SPECIALTY INSURANCE SERVICES, INC.	13,044,322	0.75%
35	HARRY W. GORST COMPANY, INC.	12,845,439	0.74%
36	TRINITY E & S INSURANCE SERVICES, INC.	11,761,926	0.67%
37	PROFESSIONAL PRACTICE INSURANCE BROKERS, INC.	11,634,264	0.67%
38	CHUBB CUSTOM MARKET, INC.	11,412,136	0.65%
39	CAMBRIDGE GENERAL AGENCY	10,896,394	0.63%
40	CRUMP E&S OF CALIFORNIA INSURANCE SERVICES, INC.	9,658,131	0.55%
41	LOCKTON INSURANCE BROKERS, INC.	9,453,178	0.54%
42	CRUMP E&S OF SAN FRANCISCO INSURANCE SERVICES, INC.	9,324,291	0.54%
43	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	9,295,604	0.53%
44	WESTERN RE/MANAGERS INSURANCE SERVICES, INC.	9,170,940	0.53%
45	BLACK, WHITE & ASSOCIATES INSURANCE BROKERS	8,663,285	0.50%
46	GRAY-STONE & COMPANY	8,191,950	0.47%
47	DWYER & ASSOCIATES INSURANCE SERVICES, INC.	7,708,111	0.44%
48	CANON INSURANCE SERVICE	7,674,404	0.44%
49	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	7,507,635	0.43%
50	LONDON AMERICAN GENERAL AGENCY, INC.	7,300,890	0.42%

# TOP 100 CALIFORNIA SURPLUS LINE BROKERS BASED ON PREMIUM PROCESSED FOR YEAR 2001

## 51-100

RANK	BROKER	TOTAL PREMIUM	% of Total
51	ANFIELD INSURANCE SERVICES, INC.	7,178,610	0.41%
52	JAMES KLEIN INSURANCE SERVICE INC.	7,125,399	0.41%
53	COASTAL BROKERS INSURANCE SERVICES INC.	7,050,551	0.40%
54	ARIS INSURANCE SERVICES	6,644,322	0.38%
55	ANDERSON & MURISON INC.	6,603,795	0.38%
56	DENNIS LACSON CLEMENTE	6,427,276	0.37%
57	NEAR NORTH ENTERTAINMENT INSURANCE SERVICES, LLC.	5,965,482	0.34%
58	R.E. CHAIX & ASSOCIATES INSURANCE BROKERS, INC.	5,868,950	0.34%
59	AON/ALBERT G. RUBEN INSURANCE SERVICES, INC.	5,463,688	0.31%
60	ACORDIA OF CALIFORNIA INSURANCE SERVICES, INC.	5,448,092	0.31%
61	VULCAN EXCESS & SURPLUS INSURANCE SERVICES, INC.	5,404,349	0.31%
62	CRAWLEY WARREN INSURANCE SERVICES, INC.	5,170,564	0.30%
63	TECHNOLOGY INSURANCE SERVICE, INC.	5,164,614	0.30%
64	PACIFIC INTERNATIONAL BROKERS LTD.	5,071,471	0.29%
65	CALL GAP LTD.	4,964,567	0.28%
66	BROOKS & WILLMES INSURANCE BROKERS, INC.	4,937,701	0.28%
67	AMERICAN SPECIAL RISK INSURANCE SERVICES	4,633,626	0.27%
68	TRANS CAL ASSOCIATES	4,516,269	0.26%
69	NAS INSURANCE SERVICES, INC.	4,510,471	0.26%
70	VIKCO INSURANCE SERVICES, INC.	4,466,065	0.26%
71	WNC INSURANCE SERVICES, INC.	4,312,052	0.25%
72	RICHTER/ROBB PACIFIC INSURANCE SERVICES, INC.	4,281,119	0.25%
73	SBIB, INC.	4,273,585	0.25%
74	ROBERTSON TAYLOR (CALIFORNIA), INC.	4,066,540	0.23%
75	HULL & COMPANY (CALIFORNIA) INC.	3,821,996	0.22%
76	PRIESTON BAKERJIAN INSURANCE SERVICES	3,733,037	0.21%
77	G.J. SULLIVAN CO. EXCESS & SURPLUS LINES BROKERS	3,730,228	0.21%
78	JAMES C. JENKINS INSURANCE SERVICE INC.	3,325,039	0.19%
79	M.J. HALL & COMPANY, INC.	3,159,967	0.18%
80	INTEGRATED RISK SOLUTIONS INSURANCE SERVICES, LLC.	3,107,984	0.18%
81	INSPRO CORPORATION	3,105,904	0.18%
82	INTERNATIONAL FACILITIES INSURANCE SERVICES, INC.	3,092,305	0.18%
83	L.W. BUNCH INSURANCE SERVICES, INC.	2,985,571	0.17%
84	R.I.C. INSURANCE GENERAL AGENCY, INC.	2,950,386	0.17%
85	ANTHONY JOSEPH HART	2,880,047	0.17%
86	SUNDERLAND INSURANCE SERVICES, INC.	2,816,731	0.16%
87	ROKS AMERICA, INC. INSURANCE BROKERS	2,679,259	0.15%
88	ANDREINI & COMPANY	2,650,532	0.15%
89	EXCESS & SURPLUS LINES INSURANCE BROKERS, INC.	2,590,788	0.15%
90	A & M SELECT INSURANCE SERVICES, INC.	2,548,577	0.15%
91	UNITED CHINESE AMERICAN GENERAL AGENTS, INC.	2,452,788	0.14%
92	TRIESCO INSURANCE SERVICES	2,405,040	0.14%
93	TRUMAN VAN DYKE COMPANY, A CORPORATION	2,355,063	0.14%
94	PROWEST INSURANCE SERVICES, INC.	2,342,497	0.13%
95	FREDERICK JOHN FISHER	2,319,736	0.13%
96	UNITED CALIFORNIA INSURANCE AGENCY	2,301,455	0.13%
97	THOITS INSURANCE SERVICE INC.	2,269,308	0.13%
98	E.M. MORROW INSURANCE GENERAL AGENCY, INC.	2,246,952	0.13%
99	ALBURGER, BASSO, DEGROSZ, INSURANCE SERVICES, INC.	2,246,934	0.13%
100	W. B. AHERN ENTERPRISES, INC.	2,244,631	0.13%
	SUB-TOTAL	\$1,633,476,810	93.71%
	ALL OTHER BROKERS	109,578,172	6.29%
	<b>TOTAL</b>	<b>\$1,743,054,982</b>	<b>100.00%</b>

# Surplus Line Association of California

*A guide to scheduled educational events 2002*

*ALL OUR SEMINARS ARE APPROVED FOR CA Fire & Casualty  
Broker – Agents (FX)*

## FEBRUARY

### **Mold: Mass Hysteria Or Something To Be Concerned About?**

Presented by: Michael J. Mugglebee of GeneralCologne Re  
Approved for 3 CE Credits - Course #109798  
Registration and Continental Breakfast: 8:30 a.m.  
Seminar: 9:00 a.m. to 12:00 noon

**Wednesday, February 20, 2002**

The Fairmont Hotel  
950 Mason Street  
San Francisco, CA 94108



**Thursday, February 21, 2002**

Hilton Universal City & Towers  
555 Universal Terrace Parkway  
Universal City, CA 91608

## MARCH

### **Unraveling The Mysteries of The Alternative Marketplace**

Presented by: Laura S. Danoff, CPCU  
3 CE Credits – Course #80145

**Wednesday, March 20, 2002**

Radisson Hotel Stockton  
2323 Grand Canal Blvd.  
Stockton, CA 95207



## APRIL

### **Commercial Marine Liabilities**

Presented by: Ian R. Greenway, President  
LIG Marine Managers  
4 CE Credits – Course #12149



**Tuesday, April 16, 2002**

Hilton Universal City & Towers  
555 Universal Terrace Parkway  
Universal City, CA 91608

**Thursday, April 18, 2002**

The Fairmont Hotel  
950 Mason Street  
San Francisco, CA 94108

## **February 2002**

The SLA Quarterly is published by the Surplus Line Association of California,  
388 Market Street, San Francisco, CA 94111  
For the members of  
The Surplus Line Association

### **SLA OFFICERS & STAFF**

**Horst Lechler - SLA Chair**  
*Anderson & Murison, Inc.*

**Katie A. Freeman - Vice Chair**  
*Katie Freeman Insurance Services*

**Greg Crouse - Secretary/Treasurer**  
*Crouse & Associates Ins. Brokers, Inc.*

**Stacey A. Beougher**  
*IIW Insurance Services of California*

**Chris Brown**  
*Brown & Riding Insurance Brokers*

**Hartley D. Cravens**  
*Cravens, Lefler & McCormick*

**Hank H. Haldeman**  
*Gerald J. Sullivan & Associates*

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

**Michael F. Heagerty**  
*Harry W. Gorst Company, Inc.*

**Phillip E. Mazur**  
*Swett & Crawford Insurance Services*

**Ceil Norton**  
*Burns & Wilcox Insurance*

**James A. Pettipas**  
*ECM Surplus Lines Brokers*

**John Tastor**  
*Arthur J. Gallagher & Company*

\*\*\*\*\*

**Ted Pierce**  
Executive Director, SLA

**Deanna M. Zanoni**  
Stamping Office Director, SLA

Please address all correspondence to the Editors:

**SLA Quarterly**  
388 Market Street, 11th Floor  
San Francisco, CA 94111  
Telephone: (415) 434-4900  
Fax: (415) 434-3716