

SLA Quarterly

May 2006

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www.slacal.org



James Pettipas
Chairman, 2006

Report of the Chairman

The Surplus Line Association of California has processed more premium than expected in the first quarter of 2006. The gain in premium over the first quarter of 2005 is .71 percent for a total of \$1,462,102,471 in premium recorded by the SLA. The total number of premium bearing documents processed in the first quarter was 130,671 which is a 2.5 percent increase over the 2005 figures.

U.S. domiciled non-admitted insurers wrote 82.19 percent of the California surplus lines business in the first quarter while Lloyd's wrote 12.76 percent and all other alien insurers wrote 3.36 percent. An additional 1.68 percent was written by all

other carriers. Nine companies are pending applicants to the Commissioner's List of Eligible Surplus Line Insurers (LESLI).

The total number of California surplus line broker licenses now equals 1,270. This number includes 891 resident brokers and 379 nonresident brokers. Surplus line brokers have 60 days from the policy effective date to file all new and renewal policies with the SLA stamping office. Policies beyond the 60 day period must still be filed with the SLA. If the broker knows that a policy will be filed past the 60 day period, they should attach a letter providing an explanation as to why the filing is late. Because late filings are a violation of the California Insurance Code Sec. 1763(a), the SLA is required to tag the filing. However, with a written explanation in the filing, the tag is issued by the SLA on an informational basis only and no response is necessary from the broker. ■

Legislative Update



California Legislature

AB 2125 (Juan Vargus, D-79) is sponsored by the California Department of Insurance as an

insurance code cleanup bill. Section 14 of the bill would amend CIC Sec. 1775.4 to impose a 1 percent monthly interest charge on the late payment of surplus line premium taxes when the surplus line broker has obtained an extension of time to pay the taxes. The bill has been referred to the Assembly Committee on Insurance.

United States Congress

S. 2509 (John Sununu, R-NH) titled the National Insurance Act of 2006, the bill would create

an Office of National Insurance within the U.S. Treasury Department to oversee a parallel system of state and federal regulation. The bill would also offer life and property/casualty insurers the choice of federal rather than state charters. The bill has been referred to the Senate Banking Committee where hearings are expected later this spring. The 290-page bill does not include the NAPSLO language to address premium tax remittance and licensing concerns of the surplus line industry. ■



“Lloyd’s of London” was the title of the SLA seminar held March 14, in San Francisco and March 15, in Los Angeles. The presenters were (from left to right): Woody Girion, Deputy Insurance Commissioner, Consumer Services and Market Conduct Branch, California Department of Insurance; Wendy Baker, President of Lloyd’s America, Inc.; Jerry Sullivan, President of Gerald J. Sullivan & Associates, Inc.; Tony Joseph, Senior Vice President, Lloyd’s America, Inc.; and Jim Woods, Managing Partner, LeBoeuf, Lamb, Greene & MacRae, LLP.

Report of the Stamping Office Director



Joy Laughery
Stamping Office Director

The Stamping Office results for the first quarter of 2006 show a .71 percent increase in total processed premium. As of March 31, 2006 the total processed premium was nearly \$ 1.5 billion. The total premium bearing items processed was 130, 671. This is an increase of 2.57 percent over items processed in 2005.

The top 5 lines of coverage in terms of premium volume for the first quarter are general liability, errors and omissions, commercial dic/stand alone earthquake, all risk commercial property, and excess liability.

There are a few items that are worth noting:

The SLA has moved locations. We now occupy the 18th floor of 50 California Street in San Francisco. As filed premiums have increased so has our staff and we are very excited about

our new space. We currently have 66 employees and are keeping a close eye on the market so that we can respond accordingly.

Please be sure to register for the Western States Surplus Lines Conference to be held in Park City, Utah. Utah is the host state this year, and the dates of the conference are July 19th to 22nd. If you would like to register and did not receive a packet – you can register at www.slaut.org. Utah has put together a wonderful program, and it will be an excellent time to make new business contacts and re-establish existing business contacts.

We would like to welcome three new employees to the SLA. Vani Ayyala was hired January 30, 2006, and Lakshmi Sripada was hired March 13, 2006 as Application Developers in the IT Department. Carlton Davis became a regular full time analyst in Data Processing on March 14, 2006.

We would also like to welcome the new members of our association:

New Brokers Added Since January 2006

ADCO General Corporation
Alberico, Donald Anthony
American All Risk Benefits Services, Inc.
American Specialty Insurance & Risk Services, Inc.
AON Private Risk Management Insurance Agency, Inc.
Atherton, Parker Magill
Bonner, John Francis
Bragalone, Robert Harold
Braishfield Associates, Inc.
Christopherson, Matthew Bret

CID Insurance Programs, Inc.
Conrath, Perrine
Cornerstone E&S, Inc.
Cowan, Richard Edward
Cranston, John McPartland II
Davi, Bala
Dempsey, Laurie Ann
Elster, Robert Charles Jr.
Erickson, Emily Jennell
Gardiner, Amy Elizabeth
Glatfelter Underwriting Services, Inc.
Healthcare Provider Resources, Inc.
Insuretrust.com, LLC
Johnson, Richard Dunne
Jorgensen, Deborah Michele
Killea, William Mendes
Krebs, John Wayne
Long, Alden William
Lynch, Brian Peter

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McDougal, Maria Leonor
 Mendrey, Jason Stephen
 Meyer, Roger Fred
 Mitchell, Laura Tickerhoof
 Mortenson, Matzelle &
 Medrum, Inc.
 Nieto, Fabricio Alberto
 Norman-Spencer McKernan
 Agency, Inc.

Ornelas, Sylvia Patricia
 Polk & Sullivan Group, Inc.
 Scott, Peter Quinlan
 Sikes, Teresa Diane
 Silvers, Hilarie Suzanne
 Simas, Kenneth Charles
 Smith, Michael Rodney
 Spencer, Jennifer Anne
 Sterling Grant & Associates,
 LLC

Stineman, Jeffrey Wayne
 Suchomel, Kathryn Wedll
 Tuskowski, Randall Edward
 Van Beckum, Katherine Sokol
 Vantage Business Support
 Services, Inc.
 Wells, Mary Margaret
 Wexler, Wasserman & Associ-
 ates Insurance Agency, LLC

SLA Committee Members 2006

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Ceil Norton
 Burns & Wilcox Insurance
 Services, Inc.

John Edack
 Arch Specialty Insurance
 Agency, Inc.

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

Greg Crouse
 Crouse & Associates
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 Northern California, Inc.

Hank Haldeman
 Gerald J. Sullivan &
 Associates, Inc.

Davis Moore
 Worldwide Facilities, Inc.

Chris Brown

Brown & Riding Insurance
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Les Ross

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Katie Freeman

Katie Freeman Insurance
 Services

Warren Stanley

Wholesale Connection
 Insurance Services, LLC

Stacey Shurson

IIW Insurance Services of
 California

Frank Cravens

Cravens, Lefler & McCormick
 Insurance Services, Inc.

Staff Liaison - Ted Pierce

Surplus Line Association of
 California

STAMPING COMMITTEE

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 RE Chaix & Associates Ins.
 Brokers, Inc.

Robert Gilbert
 Argonaut Specialty Insurance
 Services

Patrick Hanley
 ECM Insurance Services, Inc.

Pam Quilici
 Crouse & Associates
 Insurance Services of
 Northern California, Inc.

Staff Liaison - Joy Laughery
 Surplus Line Association of
 California

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AUDIT COMMITTEE

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Ceil Norton
Burns & Wilcox Insurance
Services, Inc.

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

AUTOMATION COMMITTEE

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Crouse & Associates
Insurance Services of
Northern California, Inc.

Angela Urrutia
Specialty Insurance
Underwriters

Rick Blanton
Grapevine Insurance Brokers

Bill Buckley
G. J. Sullivan Company E & S
Brokers

**Staff Liaison - Dominique
Bourdon**
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California

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Services

Katie Freeman
Katie Freeman Insurance
Services

Susie Parks
AmWINS Insurance
Brokerage of CA

Les Ross
Tri-City Brokerage, A division
of BISYS Commercial
Insurance Services, Inc.

Tina Epstein
Argonaut Specialty Insurance
Services

Janet Beaver
AmWINS Insurance
Brokerage of CA

Jan Thanig
Lockton Insurance Brokers,
Inc.

**Staff Liaison - Vienna
Murray**
Surplus Line Association of
California

LEGISLATIVE COMMITTEE

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Dave Anderson
Anderson & Murison, Inc.

Patrick Hanley
ECM Insurance Services, Inc.

Ed Maucere
London American General
Agency, Inc.

Richard Polizzi
Western Security Surplus
Insurance Brokers, Inc.

Les Ross
Tri-City Brokerage, A division
of BISYS Commercial
Insurance Services, Inc.

Gerald J. Sullivan
Gerald J. Sullivan &
Associates Insurance Brokers,
Inc.

Staff Liaison - Ted Pierce
Surplus Line Association of
California

Member Profile



Angela Urrutia,
Executive Vice President
Specialty Insurance
Underwriters

Angela Urrutia graduated from the University of California Santa Cruz in 1973 with a BA in Science and began her insurance career with Allendale Insurance Company in Los Angeles. She

started in the file room and has learned the property business from the ground up. Her career developed with increasing positions of responsibilities at Bacala & Shoop, Sayre & Toso, RLI, Associated International/ Gryphon Insurance and Markel Insurance Company, culminating in 1999 as a founding partner and Executive Vice President of Specialty Insurance Underwriters (SIU). Angela's current responsibilities at SIU include the strategic development, marketing and underwriting of firm's core DIC product as well as the management of all property products.

Angela is a life long resident of the Los Angeles area and is active in her church, St. Stephen Missionary Baptist Church.

SIU is an underwriting management company located in Glendale, CA. The firm underwrites Inland Marine, DIC, Fire, and General Liability for several A.M. Best, A-rated specialty lines carriers as well as Lloyds.

PREMIUM TOTALS BY COMPANY TYPE

COMPANY TYPE	3/31/2006	3/31/2005	% GROWTH	% of TOTAL 3/31/2006
LESLI LISTED COMPANIES				
FOREIGN INSURERS	\$1,201,743,120	\$1,228,407,308	-2.17%	82.19%
LLOYD'S SYNDICATES	186,615,666	165,384,271	12.84%	12.76%
ALIEN INSURERS	49,130,877	33,685,510	45.85%	3.36%
SUB TOTAL	\$1,437,489,663	\$1,427,477,089	0.70%	98.32%
ALL OTHER	24,612,808	24,284,776	1.35%	1.68%
TOTAL	\$1,462,102,471	\$1,451,761,865	0.71%	100.00%

**TOP 50 CALIFORNIA SURPLUS LINE BROKERS
BASED ON PREMIUM PROCESSED THROUGH MARCH 31, 2006**

Rank	BROKER	PREMIUMS PROCESSED	% OF TOTAL
1	WESTERN RISK SPECIALISTS, INC.	\$122,356,875	8.37%
2	SWETT & CRAWFORD	80,442,964	5.50%
3	MARSH USA INC.	77,605,597	5.31%
4	CRC INSURANCE SERVICES, INC.	60,017,769	4.10%
5	AMERICAN E & S INSURANCE BROKERS OF CALIFORNIA, INC.	51,562,827	3.53%
6	AON RISK SERVICES, INC. OF SOUTHERN CALIFORNIA INSURANCE SERVICES	37,765,034	2.58%
7	WORLDWIDE FACILITIES, INC.	37,608,549	2.57%
8	BLISS & GLENNON, INC.	31,904,901	2.18%
9	BISYS COMMERCIAL INSURANCE SERVICES, INC.	30,836,195	2.11%
10	AMWINS INSURANCE BROKERAGE OF CALIFORNIA, LLC	30,658,869	2.10%
11	INTERNATIONAL E & S INSURANCE BROKERS, INC.	28,050,577	1.92%
12	BURNS & WILCOX INSURANCE SERVICES, INC.	27,892,093	1.91%
13	LEMAC & ASSOCIATES, INC.	26,566,672	1.82%
14	PARTNERS SPECIALTY GROUP, LLC	24,550,526	1.68%
15	COLEMONT INSURANCE BROKERS OF CALIFORNIA, LLC	23,451,799	1.60%
16	LOCKTON INSURANCE BROKERS, INC.	23,433,335	1.60%
17	BROWN & RIDING INSURANCE SERVICES, INC.	22,954,210	1.57%
18	WILLIS INSURANCE SERVICES OF CALIFORNIA, INC.	19,799,323	1.35%
19	COOPER & MCCLOSKEY, INC. INSURANCE BROKERS	19,083,875	1.31%
20	BORISOFF INSURANCE SERVICES, INC. (DBA: MONARCH E&S INSURANCE SERVICES)	18,192,590	1.24%
21	CROUSE & ASSOCIATES INSURANCE SERVICES OF NORTHERN CALIFORNIA, INC.	17,675,334	1.21%
22	CARPENTER & MOORE INSURANCE SERVICES INC.	17,468,426	1.19%
23	BASS UNDERWRITERS, INC.	15,572,540	1.07%
24	HULL & COMPANY (CALIFORNIA) INC.	15,089,656	1.03%
25	STEWART SMITH EAST, INC.	13,536,262	0.93%
26	CRUMP E&S OF SAN FRANCISCO INSURANCE SERVICES, INC.	13,409,492	0.92%
27	DRIVER ALLIANT INSURANCE SERVICES, INC.	12,754,086	0.87%
28	FIRST STATE MANAGEMENT GROUP, INC.	12,753,852	0.87%
29	COMMODORE INSURANCE SERVICES, INC.	12,728,957	0.87%
30	ECM INSURANCE SERVICES, INC.	12,272,402	0.84%
31	PACIFIC WHOLESALE BROKERS, LLC	12,110,291	0.83%
32	NAVIGATORS CALIFORNIA INSURANCE SERVICES, INC.	11,831,055	0.81%
33	RISK PLACEMENT SERVICES INSURANCE BROKERS	10,374,558	0.71%
34	HILB ROGAL & HOBBS PROFESSIONAL PRACTICE INS BROKERS, INC.	9,461,559	0.65%
35	ZURICH E&S INSURANCE BROKERAGE, INC.	9,338,754	0.64%
36	YATES & ASSOCIATES INSURANCE SERVICES, INC.	9,253,472	0.63%
37	TRINITY E & S INSURANCE SERVICES, INC.	8,993,147	0.62%
38	SBIB, INC.	8,983,421	0.61%
39	INTEGRATED RISK SOLUTIONS INSURANCE SERVICES, LLC.	8,670,270	0.59%
40	M.J. HALL & COMPANY, INC.	8,319,055	0.57%
41	W. BROWN & ASSOCIATES PROPERTY & CASUALTY INSURANCE SERVICES	8,253,027	0.56%
42	NEITCLEM WHOLESALE INSURANCE BROKERAGE, INC	8,124,227	0.56%
43	HARRY W. GORST COMPANY, INC.	7,681,122	0.53%
44	PETERSEN INTERNATIONAL UNDERWRITERS	7,622,657	0.52%
45	WOODRUFF-SAWYER & COMPANY	7,583,300	0.52%
46	LOCKTON COMPANIES, INC.	7,318,532	0.50%
47	BECHER & CARLSON INSURANCE SERVICES, INC.	6,837,343	0.47%
48	ALL RISKS, LTD.	6,467,804	0.44%
49	WESTERN SECURITY SURPLUS INSURANCE BROKERS, INC.	6,277,079	0.43%
50	CAMBRIDGE GENERAL AGENCY	6,184,455	0.42%
	SUBTOTAL	\$1,107,680,717	75.76%
	ALL OTHER BROKERS	354,421,755	24.24%
	TOTAL	\$1,462,102,471	100.00%

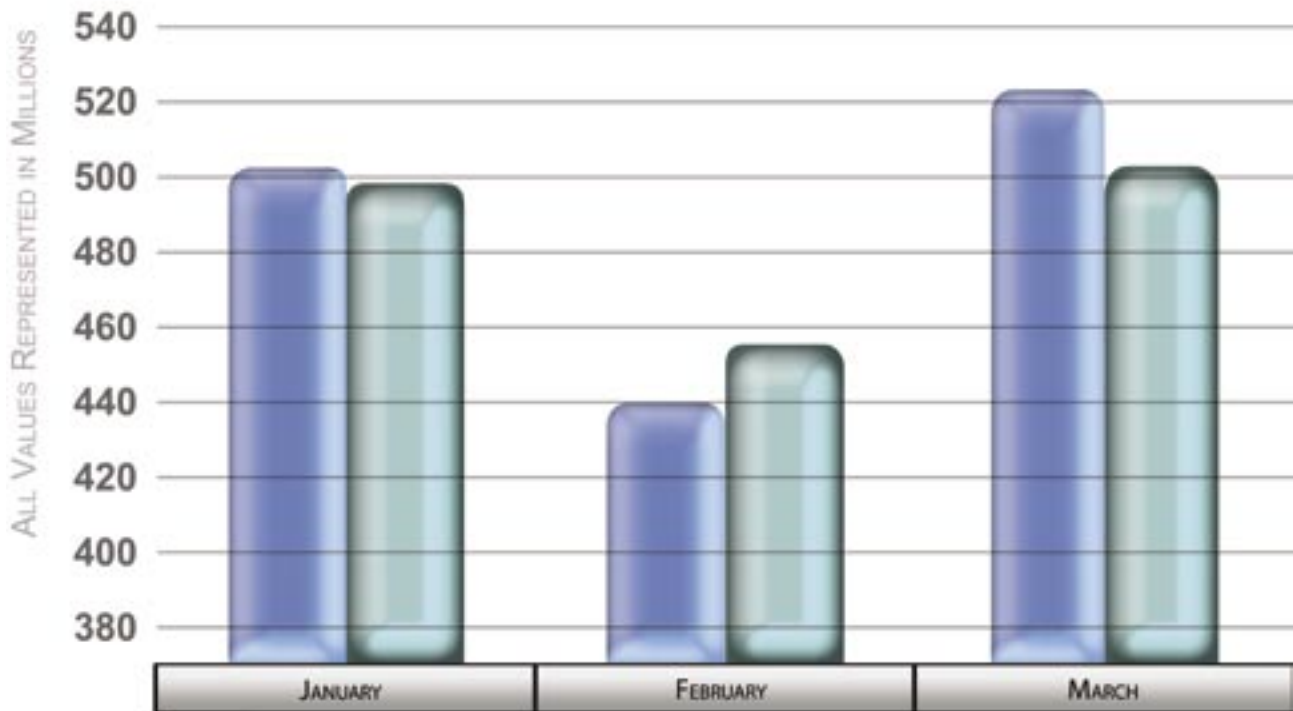
**TOP 50 NONADMITTED CARRIERS BASED ON
PREMIUM PROCESSED BY THE SLA THROUGH MARCH 31, 2006**

RANK	COMPANY	PREMIUM PROCESSED	% OF TOTAL
1	LEXINGTON INSURANCE COMPANY	\$165,804,092	11.34%
2	AMERICAN INTERNATIONAL SPECIALTY LINES INSURANCE COMPANY	86,858,058	5.94%
3	SCOTTSDALE INSURANCE COMPANY	51,407,478	3.52%
4	GEMINI INSURANCE COMPANY	45,047,264	3.08%
5	ADMIRAL INSURANCE COMPANY	43,321,880	2.96%
6	ARCH SPECIALTY INSURANCE COMPANY	41,944,186	2.87%
7	LANDMARK AMERICAN INSURANCE COMPANY	40,513,379	2.77%
8	WESTCHESTER SURPLUS LINES INSURANCE COMPANY	38,041,432	2.60%
9	STEADFAST INSURANCE COMPANY	36,698,499	2.51%
10	EVANSTON INSURANCE COMPANY	33,612,272	2.30%
11	COLUMBIA CASUALTY COMPANY	27,625,726	1.89%
12	ILLINOIS UNION INSURANCE COMPANY	26,337,534	1.80%
13	AXIS SURPLUS INSURANCE COMPANY	25,451,999	1.74%
14	MT. HAWLEY INSURANCE COMPANY	24,109,225	1.65%
15	AMERICAN SAFETY INDEMNITY COMPANY	23,292,984	1.59%
16	ESSEX INSURANCE COMPANY	22,839,958	1.56%
17	NORTH AMERICAN CAPACITY INSURANCE COMPANY	21,245,490	1.45%
18	EVEREST INDEMNITY INSURANCE COMPANY	21,163,610	1.45%
19	INTERSTATE FIRE & CASUALTY COMPANY	20,541,370	1.40%
20	LLOYD'S OF LONDON SYNDICATE #2020	20,195,961	1.38%
21	LIBERTY SURPLUS INSURANCE CORPORATION	19,972,413	1.37%
22	QUANTA SPECIALTY LINES INSURANCE COMPANY	19,780,573	1.35%
23	COLONY INSURANCE COMPANY	19,465,622	1.33%
24	NIC INSURANCE COMPANY	18,934,730	1.30%
25	EMPIRE INDEMNITY INSURANCE COMPANY	17,735,196	1.21%
26	LLOYD'S OF LONDON SYNDICATE #0033	17,710,390	1.21%
27	HUDSON SPECIALTY INSURANCE COMPANY	17,704,491	1.21%
28	CENTURY SURETY COMPANY	17,096,358	1.17%
29	CHUBB CUSTOM INSURANCE COMPANY	16,452,285	1.13%
30	LLOYD'S OF LONDON SYNDICATE #2623	15,605,489	1.07%
31	ASPEN INSURANCE UK LIMITED	15,259,493	1.04%
32	BURLINGTON INSURANCE COMPANY	15,093,615	1.03%
33	HOUSTON CASUALTY COMPANY	14,479,636	0.99%
34	PACIFIC INSURANCE COMPANY LTD.	14,110,199	0.97%
35	LLOYD'S OF LONDON SYNDICATE #2987	13,785,960	0.94%
36	CLARENDON AMERICA INSURANCE COMPANY	13,771,844	0.94%
37	UNITED NATIONAL INSURANCE COMPANY	13,256,103	0.91%
38	FIRST SPECIALTY INSURANCE CORPORATION	12,362,982	0.85%
39	WESTERN HERITAGE INSURANCE COMPANY	10,776,077	0.74%
40	LLOYD'S OF LONDON SYNDICATE #2488	10,598,571	0.72%
41	LLOYD'S OF LONDON SYNDICATE #2001	10,305,641	0.70%
42	JAMES RIVER INSURANCE COMPANY	9,927,571	0.68%
43	STARR EXCESS LIABILITY INSURANCE COMPANY, LTD.	9,855,910	0.67%
44	LLOYD'S OF LONDON SYNDICATE #0623	9,448,698	0.65%
45	GENERAL STAR INDEMNITY COMPANY	9,302,575	0.64%
46	FIRST MERCURY INSURANCE COMPANY	9,252,513	0.63%
47	LLOYD'S OF LONDON SYNDICATE #0510	8,850,122	0.61%
48	INDIAN HARBOR INSURANCE COMPANY	8,784,216	0.60%
49	GREAT AMERICAN E&S INSURANCE COMPANY	8,487,276	0.58%
50	HOMELAND INSURANCE COMPANY OF NEW YORK	8,349,137	0.57%
SUBTOTAL		\$1,222,568,081	83.62%
All Other Companies		239,534,391	16.38%
TOTAL		\$1,462,102,471	100.00%

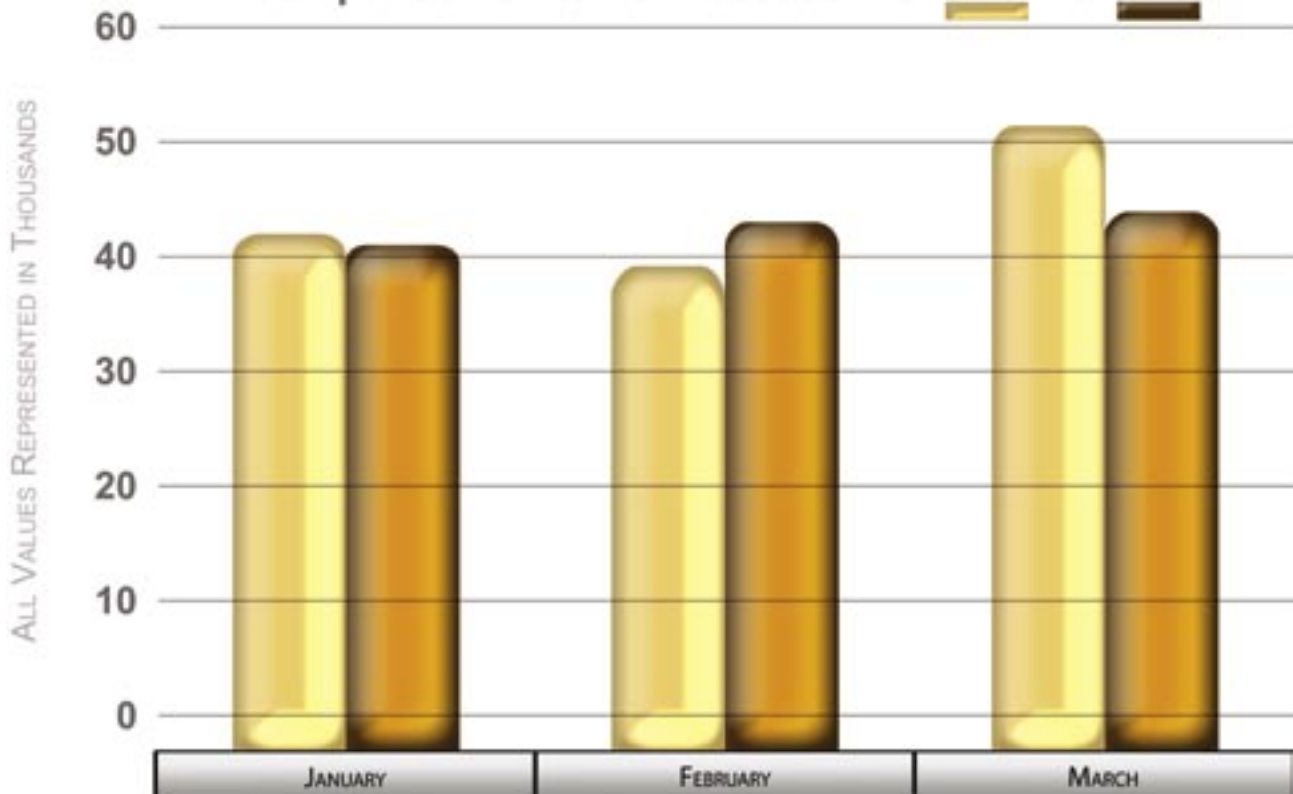
**50 LARGEST COVERAGE CODES BASED ON
PREMIUM PROCESSED BY THE SLA THROUGH MARCH 31, 2006**

RANK	EXPORT	COVERAGE	PREMIUM PROCESSED	% OF TOTAL
1		GENERAL LIABILITY	\$493,358,449	33.74%
2		ERRORS AND OMISSIONS	165,385,227	11.31%
3	YES	COMMERCIAL DIC/STAND ALONE EARTHQUAKE	115,841,584	7.92%
4		ALL RISK COMMERCIAL PROPERTY	105,227,984	7.20%
5		EXCESS LIABILITY	71,450,502	4.89%
6	YES	CONTRACTORS ENGAGED IN NEW TRACT HOMES	66,241,344	4.53%
7		SPECIAL MULTI-PERIL	63,573,307	4.35%
8	YES	ENVIRONMENTAL IMPAIRMENT REMEDIATION	60,589,896	4.14%
9	YES	EXCESS LIABILITY/UNDERLYING NONADMITTED	53,472,693	3.66%
10		PROFESSIONAL LIABILITY	42,520,233	2.91%
11		DIRECTORS AND OFFICERS	38,555,084	2.64%
12	YES	EMPLOYMENT PRACTICES LIABILITY	20,581,162	1.41%
13	YES	INDIV INSURED W/LARGE SCHED TIV > \$500M	18,886,633	1.29%
14		HOSPITALS	14,815,167	1.01%
15	YES	PRODUCTS/COMPLETED OPERATIONS(STAND ALONE)	13,816,925	0.95%
16		INLAND MARINE	12,777,970	0.87%
17		MISCELLANEOUS	11,729,649	0.80%
18		HOMEOWNERS MULTI-PERIL	10,632,278	0.73%
19	YES	HIGH LIMITS DISABILITY	8,446,665	0.58%
20		AUTO PHYSICAL DAMAGE-COMMERCIAL	6,826,662	0.47%
21		COMMERCIAL PROPERTY-BASIC	6,039,013	0.41%
22		GARAGE LIABILITY	5,666,726	0.39%
23		AUTO LIABILITY-COMMERCIAL	4,619,761	0.32%
24		HOMEOWNERS	4,594,033	0.31%
25	YES	SECURITY GUARD SERVICES	4,200,314	0.29%
26		SINGLE FAMILY DWELLING/DUPLEX	3,745,735	0.26%
27	YES	AVIATION EXCESS LIABILITY	2,923,037	0.20%
28		SPECIAL MULTI-PERIL WITH TERRORISM	2,770,439	0.19%
29		AUTO COMBINED LIAB & PHYS DAMAGE-COMM.	2,577,043	0.18%
30	YES	CLINICAL & SIMILAR TESTS OF PHARMACEUTICAL	2,309,904	0.16%
31		BONDS	1,534,072	0.10%
32	YES	PERSONAL ARTICLES FLOATERS	1,486,446	0.10%
33		ACCIDENT	1,346,881	0.09%
34	YES	EVENT CANCELLATION	1,294,467	0.09%
35	YES	DEMOLITION CONTRACTORS	1,145,212	0.08%
36		TERRORISM	1,103,007	0.08%
37		FIDELITY	1,072,658	0.07%
38		AVIATION	892,285	0.06%
39		CRIME	863,168	0.06%
40	YES	EXCESS FLOOD	823,168	0.06%
41	YES	VACANT BUILDINGS	822,093	0.06%
42	YES	OILFIELD CONTRACTORS	787,567	0.05%
43	YES	PRODUCTS RECALL	776,374	0.05%
44		RESIDENTIAL EARTHQUAKE	747,541	0.05%
45		POLLUTION LEGAL LIABILITY	720,626	0.05%
46	YES	EXPLOSIVES MFG/SALES/STORAGE	652,958	0.04%
47	YES	TATTOO AND BODY PIERCING	614,202	0.04%
48		BOILER & MACHINERY	531,846	0.04%
49	YES	AMUSEMENT PARKS/CARNIVALS/DEVICES	482,779	0.03%
50	YES	POLITICAL RISKS INCLUD EXPROPRIATION	392,322	0.03%
SUBTOTAL			\$1,452,265,088	99.33%
All Other Coverages			9,837,383	0.67%
TOTAL			\$1,462,102,471	100.00%

Comparison of Premium Processed for 2006 vs. 2005



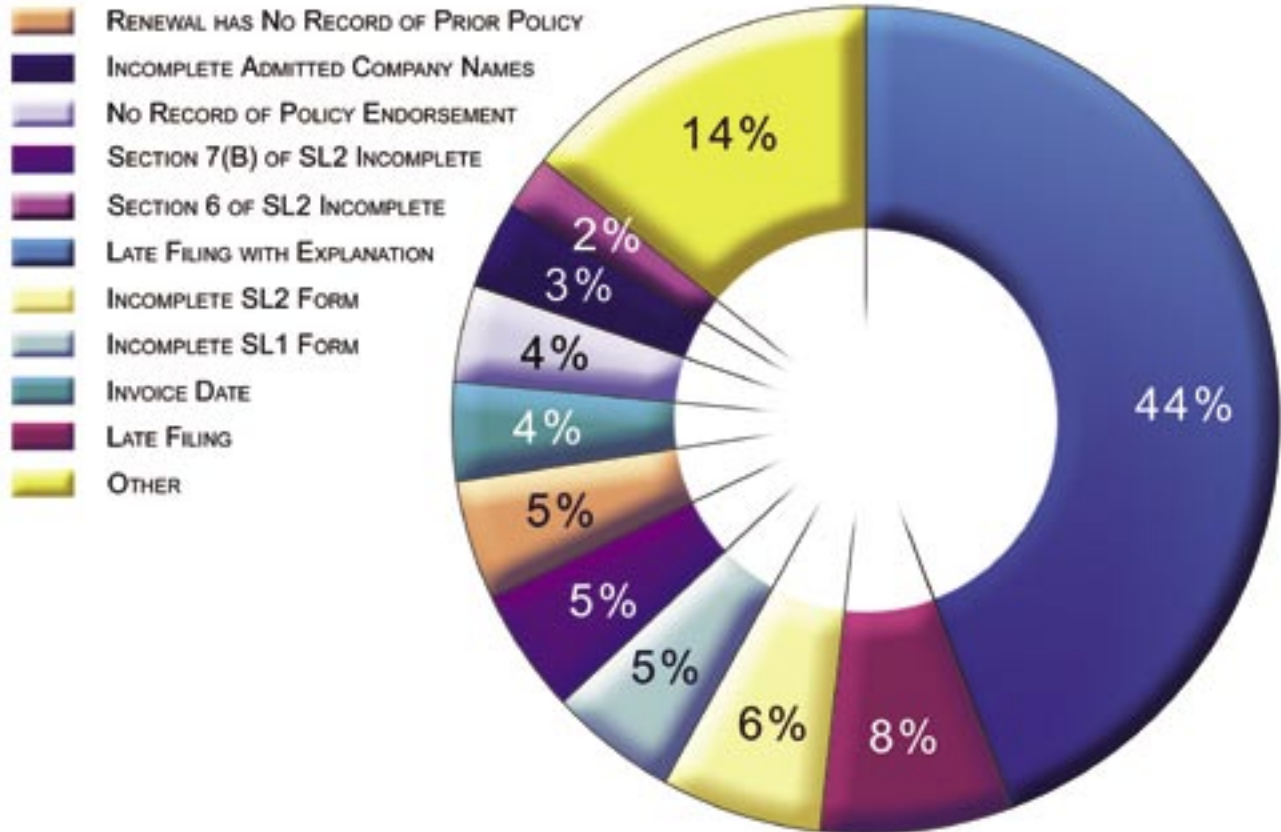
Comparison of Items Processed for 2006 vs. 2005



ALL TAGS ISSUED BY TAG CODE

From 1/1/2006 to 3/31/2006

TAGS DESCRIPTION	PERCENTAGE	COUNT
LATE FILING WITH EXPLANATION	44%	5,672
LATE FILING	08%	967
INCOMPLETE SL2 FORM	06%	818
INCOMPLETE SL1 FORM	05%	625
SECTION 7(B) OF SL2 INCOMPLETE	05%	620
RENEWAL HAS NO RECORD OF PRIOR POLICY	05%	590
INVOICE DATE	04%	517
NO RECORD OF POLICY ENDORCEMENT	04%	486
INCOMPLETE ADMITTED COMPANY NAMES	03%	422
SECTION 6 OF SL2 INCOMPLETE	02%	311
OTHER	14%	1,858
		<u>12,876</u>



Surplus Line Association of California

Scheduled Educational Events for May 2006

**THIS SEMINAR IS APPROVED FOR CALIFORNIA
FIRE & CASUALTY (FX) AND PERSONAL LINES (PL)
BROKER-AGENTS**

ETHICS TRAINING FOR THE INSURANCE PROFESSIONAL

“INSURANCE ETHICS”: NOT AN OXYMORON! OURS IS A BUSINESS BASED ON THE DOCTRINE OF “GOOD FAITH”, AND THIS 4-HOUR PROGRAM IS DESIGNED TO ASSIST INSURANCE PROFESSIONALS IN UNDERSTANDING THEIR ETHICAL RESPONSIBILITIES IN AREAS INCLUDING UNDERWRITING, BROKING, AND CLAIMS PRACTICES. WHAT DUTIES ARE OWED AND TO WHOM ARE THEY OWED? SOLUTIONS TO ETHICAL DILEMMAS ARE NOT ALWAYS CLEAR-CUT OR EASY, AND THROUGH PRESENTATIONS AND CASE STUDIES, THIS EXCELLENT PANEL WILL DISCUSS THE COMPLEXITIES OF ETHICAL DECISION-MAKING WITHIN THE CONTEXT OF INSURANCE TRANSACTIONS.

Presented by:

Patrick E. Hanley

President, ECM Insurance Services, Inc

Ed Bordenave, CPCU, ARM

President, Continental Risk Insurance Services

Daniel R. Brown

Of Counsel, Sonnenschein Nath and Rosenthal LLP

Max H. Stern

Partner, Duane Morris LLP

Registration/Sign-In & Continental Breakfast 7:30 a.m.

Seminar 8:00 a.m. - 12:00 p.m.

4 CE Credits – Course #180378

Tuesday, May 16, 2006

Hilton Universal City
555 Universal Hollywood Drive
Universal City, CA 91608

Wednesday, May 17, 2006

JW Marriott Hotel
(formerly named: The Pan Pacific Hotel)
500 Post Street
San Francisco, CA 94102

2006

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