



**National Association of Professional Surplus Lines Offices, Ltd.**

200 N.E. 54th St. • Suite 200 • Kansas City, MO 64118 • 816/741-3910 • Fax 816/741-5409  
www.napslo.org

Richard M. Bouhan  
Executive Director

**DATE:** August 29, 2010

**TO:** NAPSLO Voting Members  
(Wholesale Brokers, Companies & Underwriting Managers)

**FROM:** Marshall Kath  
NAPSLO President

**RE:** Notice of Annual Business Meeting  
Nominating Committee Report

Please be advised that the 2010 Annual Business Meeting of the National Association of Professional Surplus Lines Offices, Ltd. (NAPSLO) will be held in the Atrium Ballroom A at the Atlanta Marriott Marquis in Atlanta, Georgia on Wednesday, October 13, 2010, at 10:45 a.m. (EDT). The purpose of the meeting is for the assembled membership to act on the slate of officers and directors presented by the Nominating Committee and any other business properly brought before the meeting. Representatives of all voting member firms (Wholesale Brokers, Companies and Underwriting Managers) are urged to attend this Annual Business Meeting. Representatives of non-voting Associate member firms are also encouraged to attend.

I am pleased to inform you of the slate of NAPSLO Director Nominees selected by the Nominating Committee for 2010 – 2011 are:

***Wholesale Broker Director Nominees ■ Three Year Term***

*Jacqueline M. Schaendorf, CPCU*

*The Insurance House, Inc.*

*Atlanta, Georgia*

*Steven R. Gross*

*Metro Insurance Services, Inc.*

*Springfield, New Jersey*

*Kevin T. Westrope*

*Westrope*

*Kansas City, Missouri*

***Company Director Nominees ■ Three Year Term***

*F. Marshall Turner, II, CPCU*

*Maxum Indemnity Company*

*Alpharetta, Georgia*

*Carlton Maner*

*Axis Insurance*

*Alpharetta, Georgia*

(CONTINUED ON OTHER SIDE)

I am also pleased to inform you of the slate of 2010-2011 NAPSLO Officer Nominees selected by the Nominating Committee who are:

*Officer Nominees ▪ One Year Term*

***President***

*Letha E. Heaton  
Admiral Insurance Company  
Cherry Hill, New Jersey*

***Vice President***

*Robert T. Sargent, CPCU, RPLU, ARM  
Mercator Risk Services, Inc.  
Hartford, Connecticut*

***Secretary***

*Matthew D. Nichols, ASLI  
All Risks, Ltd.  
Hunt Valley, Maryland*

***Treasurer***

*Kevin T. Westrope  
Westrope  
Kansas City, Missouri*

I extend my thanks to the members of the Nominating Committee: John F. Wood, III (Chair & Immediate Past President), Specialty Risk Associates, Inc., Shreveport, Louisiana; Maureen C. Caviston, CPCU, Partner Specialty Group, LLC, Stamford, Connecticut; Gilbert C. Hine, Jr., CPCU, CFP, McClelland & Hine, Inc., San Antonio, Texas; Thomas F. Mulligan, Western World Insurance Company, Franklin Lakes, New Jersey; and Thomas M. Kuzma, ARM, Nautilus Insurance Company, Scottsdale, Arizona for their diligent work and effort in selecting these fine nominees.

In addition to all of the above, I am also pleased to announce the following appointments to our Board of Directors.

Michael D. Miller, CPCU, CLU, ARe, Scottsdale Insurance Company, Scottsdale, Arizona has been appointed to fill the remaining two-year term arising from the resignation of Michael Fujii. As previously reported, Michael Fujii retired from Endurance Specialty Holdings this past June.

Joel D. Cavaness, CPCU, ARM, Risk Placement Services, Inc., Itasca, Illinois has been appointed to fill the remaining one-year term arising from the resignation of Timothy Makowski. Tim submitted his resignation this summer after concluding that the totality of all his professional and personal commitments was stretching him too thin. Tim was in line to become NAPSLO's president next year so he'll be doubly missed. Tim's service to our industry has been consistent and passionate, and on behalf of all the NAPSLO Board and Membership, we wish Tim the very best.

Needless to say, it has been a busy summer as we have worked to structure our Board and Officer positions as strongly as possible. Should you have any questions, please feel free to contact me, Dick Bouhan or any member of our Board.

MPK/clr