INSURANCE MARKET SOURCE **INSIGHT FOR BROKERS AND AGENTS**



Herbert W. Kaufman founder, 1924 - 2001



Burns Wilcox Ltd. AGENTS MRKET SOURCE National Insurance Update		
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Fall 1992

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AGENTS MARKET SOURCE National Insurance Update An HW. Kaufman Françoid Group Publication 904 3 No.		
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fatterable pone. Our greath has brought many changes with it. Various programs are being added at a first pace. Our Special Risk Department that was developed this year has preven to be an excellent procure for iner agests. The most precent addition to our services to our new Undays its research.	Camiers have frequently been hadly hart, often they have either consect to timure pollution exposures all gether or serverily limited the converge that they will provide. Many earliers policies previde pollution vice agreed only as event of under architect or withstended fire. As the complexity and threat of the problem increase related in the problem increase related in the problem.	
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Joshing for good stony players. We resulted control important subsetsions in 1983, We note how the largest enablesions and though a 1983, We are now the largest enablesoil network of 800, offices, has ne reconserve, we are thousand in the the support of non-against surmon the control; The resulter of against several control of the subset of the support of non-against surmon the control, The resulter of against several control of the support of the control of the surmous against, but with our 21 Baresto collision. Burnes & Wilson is called no dress in I is skill our major concern.	The policies are written on a cachier and acciderate has defined with the term as "he Policies incided" having commenced at a specific nine and incided having commenced at a specific nine and the sourced having from become assume of a critical section flow flows. "The brothers then has to be reported to underwritten within the policy. The boarders is a school to underwritten within them, the boarder is a school to underwritten within them, and the boarder is a school to underwritten within the boarder is a school to underwritten the policy of the same and the first property and accept their property drawing, their purple clauses up or the creats are	
These are exciting arthrevenents on the brink of our 20th Amsterdary. 1994 inside the 20th year brunes is Wilese has been serving against. We couldn't base done it without our agests and I are leaking forward to many inner good years!	expirates are detailed in the defense of any litigation. Leadin of \$25,000,000 are southful and various defortion and will insured retroited plane can be considered. Minimum premiums are around \$15,000 and lead instructions near results to obtained from Leadon with its \$5 hours. At the individuals, stage we can work on a minimal attention of attention to the control of the contr	
25 Years of Growth with INTEGRITY	Specimen application forms and wordings can be obtaine from Barrie & Wilcox. Call (800) 523-1918 for the offs peacest year.	

Spring 1994

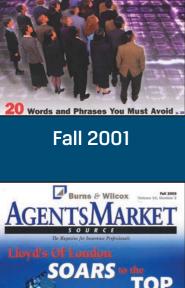


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PRESIDENT'S LETTER Niques from the clask of H. Vir. Klautman, Phelister I, CEO	in through a national newderter. In order to use our madest time, all news from a goographic region is classified together. This allows those out materiared in other neglins is quickly show new what they don't used to read. But you'ders agree that endormation on other parts of the country to uncorrespond. See that the readers removed that they
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Nort agents are pursoning this describle class of business. Throughout the resently, Purson & Millour, largest pulsodical class of bissiness is in the construction area and are are writing to quate on the need sized contractions as well as the Funding.	We receive entirely one many booklets, neuraletters, etc. Every engunization: Favour of sends on their mem magazine. While they are epierosites: I den't have men to read a booklet from energiese."
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I frace little interest in juristical other than my regional, renum of distance operating out of my area."	Nappening fast here needed and should be applicated. For example, efforts to 'show up' totally inalequate regulation and control to certain states, as well as,
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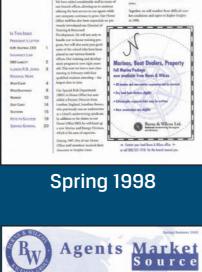
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President's Letter



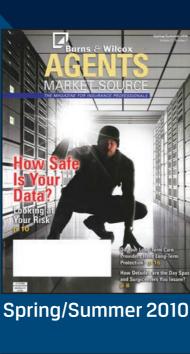


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