

# Link to Lloyd's

**ALB** Association of Lloyd's Brokers – Linking Lloyd's to Illinois  
aolb.org info@aolb.org

## A look back at ALB

### *50th Anniversary Gala and the origins of ALB*

In 1995, under the leadership of chairman Jim Sandner of Brokers' Risk Placement Services, ALB celebrated its 50th anniversary with a gala dinner at the Chicago Hilton. Over 600 people attended, including former Lloyd's Illinois attorneys-in-fact John Smith and Thomas Stevens, AIF John Gurley, Patrick Ryan of Aon, Lloyd's underwriter Graham Williams, British Consul General Robert Chase, Chicago Mayor Richard M. Daley, and Lloyd's Chairman David Rowland.

At the gala, Mr. Sandner screened a video made for the occasion that took a look at the rich history of the ALB. In the video he said, "Lloyd's has been providing coverages in Illinois and Chicago since 1911, but for the past 50 years the men and women members of ALB, in partnership with the Lloyd's community in London, have been providing coverage to manage the incredible economic growth this community has seen.

"Here in 1945 and at Lloyd's, executives realized that for the US economy to prosper, risk transfer, creativity, capacity and capability were going to be needed."

Mr. Sandner then turned the camera on former Lloyd's Illinois attorney-in-fact John G. Smith, partner at Lord, Bissell & Brook, who talked about the origins of the ALB.

"When you have a period of rapid economic growth you normally attract an increase of regulation, and that was surely the case in Illinois in 1945. At that time, Lloyd's was doing in excess of \$10 million in premium, and probably four or five times that in other states, so it was a substantial part of the insurance market in Illinois.

"The change which took place at that time which threatened the existence of this market was the adoption by Illinois of a rating law that required all insurance carriers to file and get state approval of their rates. For Lloyd's, it was a very serious problem because the Lloyd's underwriter was a judgment underwriter and his rating scales and statistics were in his head.

"A meeting was held with the Director of Insurance and Lloyd's ratings were approved. And so the day was saved for Lloyd's, largely as a result of the efforts of the Association of Lloyd's Brokers.

"But that spirit of fraternity and common cause that existed in that field of fire in the very early days has continued to the present day, as witnessed in the ALB's link to Lloyd's."

*And so the day was saved for Lloyd's, largely as a result of the efforts of the Association of Lloyd's Brokers*

*See more photos of the ALB 50th Anniversary Gala dinner on page 7*

Issue 4 November 2007

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Above: ALB Chairman Jim Sandner, Lloyd's Chairman David Rowland, and Lloyd's Illinois AIF John Gurley in 1995

Below: ALB 50th Anniversary Gala dinner



## 2008—ALB SEMINARS—2008

Tuesday February 5 2008 *Environmental and Pollution Insurance*  
Tuesday May 13 2008 | Tuesday August 5 2008 | Wednesday November 5 2008

Chicago Cultural Center | Claudia Cassidy Theater | 78 E Washington Street | 9am to Noon

## In memoriam—Clarence Edmund Molloy 1923-2007

Clarence Edmund Molloy, founder of Complete Equity Markets and ALB emeritus member, passed away on October 7, 2007.

Mr. Molloy was a noted Chicago insurance executive for 60 years and a general aviation aficionado. He had a long-term involvement with the National District Attorneys Association and had many friends in the law enforcement community across the country.

He is remembered as a visionary leader in the insurance community and for his warmth, generosity, and genial spirit.

He was the beloved father of Kathleen (Randall) Kleinman, Clarence III (Marguerite), Megan (William) Walsh, Lawrence (Deborah), Clarissa Bateman, the late Maureen and the late Michael Molloy; devoted grandfather of 14; loving son of the late Clarence and Helen (nee Hodges); and dear brother of the late Patricia Moffet.

*Clarence Molloy (r) with former Lloyd's Illinois AIF John Smith at the ALB 50th Anniversary Gala in 1995*



## CRYSTAL—Lloyd's global trading information online

**CRYSTAL** is Lloyd's new online business tool that provides **quick and easy access** to international regulatory and taxation requirements, including information on all US states and jurisdictions.

### CRYSTAL IS

- **Interactive map** that provides access to key country information
- **Key information** to support the writing of business in a country or US state
- **Tailored searches** to support risks being written
- **Multiple** country, state and category searches
- **New and updated** information that is clearly displayed
- Information **restricted** to Lloyd's market participants

### CRYSTAL CAN

- Compliment the international regulatory and tax requirements made available on the **QA tool**
- **Print** your searches for attachment to insurance documentation for information
- **Compare** topics across multiple countries or states
- **Save your searches** into a personalized lloyds.com profile

### CRYSTAL TIPS

- Use the **current issues** section to keep up to date with regulatory and tax developments
- Save time and **save your regular searches**
- Access the Lloyd's **interactive map** for quick country and US state overviews



See more about **CRYSTAL** at [lloyds.com/crystal](http://lloyds.com/crystal)

## Lloyd's Illinois customer service survey

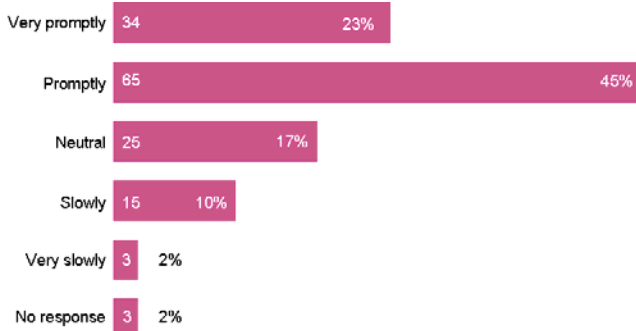
In September, Lloyd's Illinois sent a customer service survey to Lloyd's brokers, US brokers and other Lloyd's stakeholders to get an idea about how they were doing. They received 145 responses, representing 8% of the total survey invitations and 23% of opened surveys. The survey shows that more than 80% of those polled are satisfied with the work Lloyd's Illinois is doing.

Maryanne Swaim, President of Lloyd's Illinois, said, "We're happy with the overall positive response to our survey and the statistical benchmark it provides. We're also now able to identify where our service is seen as unsatisfactory, so we can address those issues and resolve them in a positive way for our market partners."

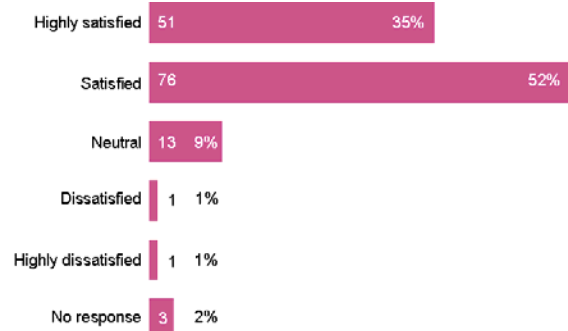
"We are proud to announce that Lloyd's Illinois currently receives 90% of our documents electronically. We process 81% of these in seven days or less and 87% in two weeks or less. 51% of documents are processed in three days or less. This improvement in service is clearly reflected in the survey results."



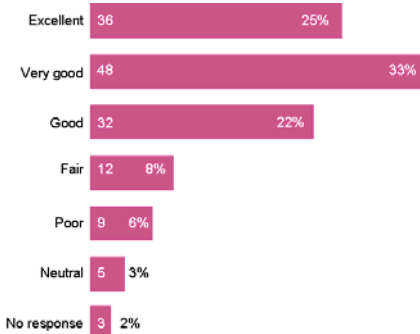
### Are your requests handled promptly?



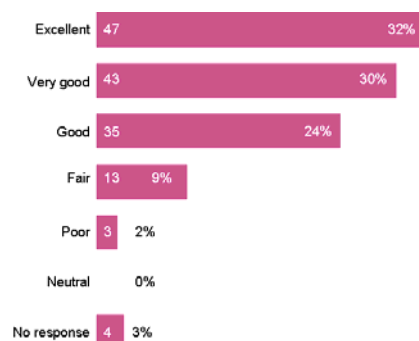
### Are you satisfied by the knowledge exhibited by our staff?



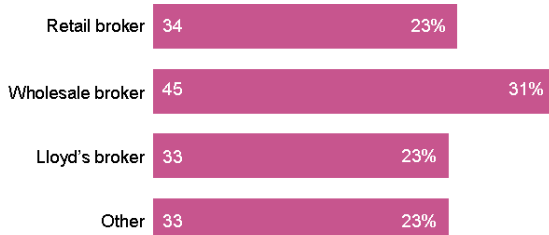
### How would you rate our service?



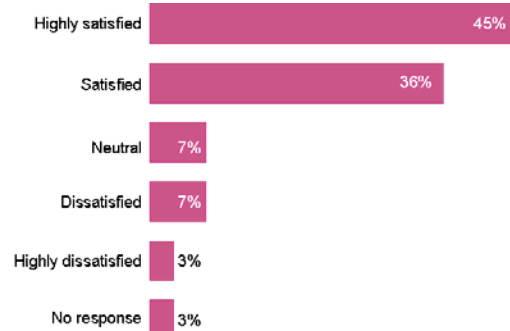
### How would you rate our ability to communicate with you?



### Please select the category that best describes you.



### Overall results



## Congratulations!



Elham Abdishi, Lloyd's Illinois Assistant Manager of Broker Relations and Mark Rector, Communications Specialist at Lloyd's Illinois, recently announced their separate engagements.

Elham is engaged to Erik Tallackson, a Chicago DJ. They are planning a spring wedding.

Mark is engaged to Victoria Samselski of Marmora, NJ. Vicky is the editor of *Exit Zero* magazine. They are planning a wedding for next autumn.



## ALB transitions

**Kathy Battaglia, Integro Insurance Brokers**, has agreed to join the ALB Board of Directors.

**Dick Cain, Cain Agency/Rockwood Company**, has resigned his position on the ALB Board of Directors due to his increased responsibilities on the board of the Surplus Line Association of Illinois. Dick joined the ALB board in in 1998.

**Jim Flood of Aon Risk Services, Chris Gaddis of Donald Gaddis Company and Alex Wayne of Alexander J. Wayne & Associates** have been re-elected to the ALB Board of Directors.

**Jody Oster, formerly of AVRECO**, has resigned from the ALB Board of Directors to take a position with Geneva Risk Services in Pleasant Prairie, Wisconsin. He can be reached at (262) 857-3807 [joster@genevarisk.net](mailto:joster@genevarisk.net)

**Patrick Small, Wells Fargo Insurance Services**, has been elected to the ALB Board of Directors.

**Frank W. Strenk, Lockton Companies**, has agreed to join the ALB Board of Directors. Frank has over 25 years of experience in the insurance industry and is responsible for the delivery of risk management services to Lockton clients, including loss and exposure analysis, risk strategy development, risk financing program design and implementation.

Prior to joining Lockton, Frank was Senior Manager with Bearing Point (formerly KPMG Consulting), where he led consulting engagements in the firm's insurance segment. Frank also spent time with a major insurance broker in the risk management consulting area, providing a wide array of analytical services including the design and implementation various risk-financing strategies. Additionally, he co-led a risk strategy consulting practice for a major international consulting firm.

**William Wroblewski, Willis of Illinois**, will retire from the ALB Board of Directors at the end of his term this year. Bill joined the ALB board in 2003.

Bill joined Willis of Illinois in 1997 as a Senior Marketing Analyst in the property department. In his current role as **Vice** President-Risk Management Practice, Property, he is responsible for the marketing of global and domestic property accounts including Boiler Machinery.

Bill has over 30 years of experience in the property insurance area, beginning with Factory Mutual Engineering. He has a degree in Chemical Engineering from the University of Wisconsin-Madison. Past activities include Lions (President and Secretary). Board of Directors, Naperville Area Recycle Center.

## —ALB•IA Golf Outing 2008—

ALB and Insurance Associates are planning a golf outing event for the spring of 2008. Details are being decided now! Visit [aolb.org](http://aolb.org) for more information.

## Insurance Associates

IA brings together young professionals from all insurance industry disciplines to establish peer networks for increased business opportunities and educational advancement.

IA sponsors several events during the course of the year, including a summer Lake Michigan Cruise, a Cubs game outing, a winter holiday luncheon, and other charitable and social events.

IA members may attend ALB seminars free of charge, and are eligible for the Illinois Division of Insurance continuing education credit offered.

Join IA at  
[aolb.org/joinia.html](http://aolb.org/joinia.html)

Visit the  
IA profiles page  
online  
to learn more about  
IA members



## ALB Members

Advanced E&S of Illinois  
 AJ Renner & Associates/Vista Partners  
 Alexander J Wayne & Associates  
 Aon Risk Services  
 Arlington/Roe & Co  
 AUSCO  
 AVRECO  
 Benchmark Management Group  
 BISYS Tri-City Brokerage  
 Brokers' Risk Placement Service  
 Burns & Wilcox  
 Buschbach Insurance Agency  
 Cain Agencies/Rockwood Company  
 Colemont Insurance Brokers of Illinois  
 Complete Equity Markets  
 Crump Insurance Services of Illinois  
 Cygnet Underwriting Agency  
 Donald Gaddis Company  
 Financial & Professional Risk Solutions  
 GA Mavon & Company  
 Geo F Brown & Sons  
 Guild Insurance Agency  
 Hanleigh—a BISYS Company  
 Integro Insurance Brokers  
 International Risk Placement  
 Jack Nebel Companies  
 JMB Insurance Agency  
 Kelly & Elliott  
 Lange & Company  
 Lockton Companies  
 Marsh Affinity Group Services—  
 a service of Seabury & Smith  
 Marsh USA  
 Mesirow Insurance Services  
 Pro Financial Services  
 Professional Liability Brokers & Consultants  
 Professional Underwriters Agency  
 ProQuest Insurance  
 Risk Placement Services  
 Sapphire Blue  
 Stateside Underwriting  
 Swett & Crawford  
 Travis-Pedersen and Associates  
 USG Insurance Services  
 Wells Fargo Insurance Services  
 Willis of Illinois

## ALB Board of Directors

Linda Deiss, AVRECO—Chairperson  
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Brian Murphy, Brokers' Risk Placement Service—Vice Chairperson  
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Christopher Gaddis, Donald Gaddis Company—Treasurer  
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Greg Grodecki, Travis-Pedersen and Associates—Secretary  
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Patrick Small, Wells Fargo Insurance Services (2008 Board)  
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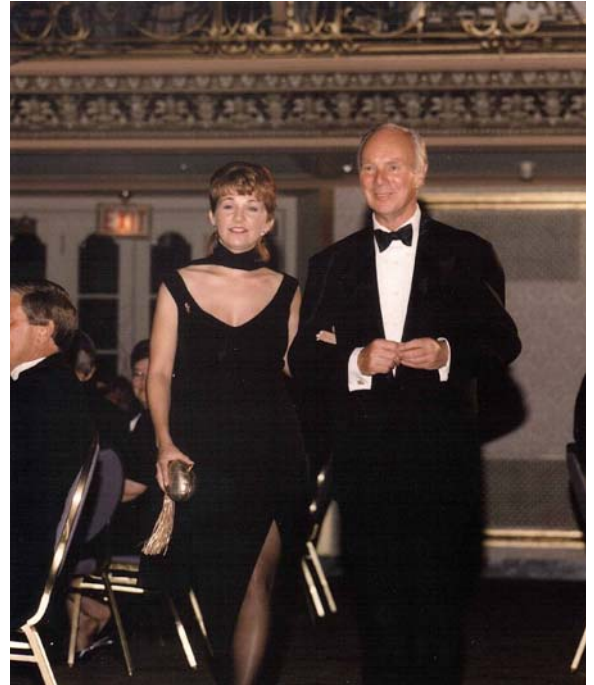
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## ALB Colleague Members

Atlas Settlement Group  
 Blackman Kallick Bartelstein LLP  
 Boundas Skarzynski Walsh & Black LLC  
 Kaufman Borgeest & Ryan  
 Kernow Capital Corporation  
 Lloyd's Illinois  
 Locke Lord Bissell & Liddell LLP  
 Surplus Line Association of Illinois  
 York Claims Service

See ALB member firms, their specialties and contact information at  
 — aolb.org —

A look back at the ALB 50th Anniversary Gala—1995



**ALB** Association of Lloyd's Brokers [www.aolb.org](http://www.aolb.org) [info@aolb.org](mailto:info@aolb.org)

## Linking Lloyd's to Illinois

The Association of Lloyd's Brokers offers information, education and business contacts to Lloyd's stakeholders in Illinois and the Illinois insurance community. ALB has a close historic tie to Lloyd's and provides an important and necessary commercial partnership with Lloyd's that strengthens the competitiveness of the market, linking Lloyd's to Illinois.

ALB elects a Board of Directors at its annual meeting in November. The Directors meet monthly and Members meet at the annual meeting and for educational seminars which address major issues in the insurance industry. ALB also distributes a quarterly newsletter, *Link to Lloyd's*.

ALB has served Lloyd's stakeholders in Illinois as a professional organization since 1945.

## Illinois Compliance—from Tom Oberwetter

### All Lloyd's risks with Illinois exposure must be submitted to Lloyd's Illinois—[mail@lloydsillinois.com](mailto:mail@lloydsillinois.com)

All Lloyd's risks with Illinois exposure must be submitted to Lloyd's Illinois for review and electronic countersignature prior to delivery to the client, whether or not the policies are issued by Xchanging.

Documents can be submitted to us by email to [mail@lloydsillinois.com](mailto:mail@lloydsillinois.com)

For licensed (admitted) business, we help to assess Lloyd's underwriters for the ½% of gross premium privilege tax owed to the state of Illinois, as well as certain other licensed funding requirements. We also advise Lloyd's underwriters on issues with Illinois licensed wordings.

All Lloyd's underwriters are licensed in Illinois, and we can offer advice to allow risks to be written on a licensed basis.

For surplus lines business, the Lloyd's Illinois surplus lines countersignature stamp is necessary in order for the surplus lines producer to pay the taxes and fees as required by Illinois law.

For both licensed and surplus lines business, Lloyd's Illinois provides Lloyd's brokers with a Premium Report of processed business that allows them to clear premium in London.



Tom Oberwetter  
Assistant Manager, Compliance and Operations  
Lloyd's Illinois

### QUESTIONS?

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### Link to Lloyd's

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*Link to Lloyd's* is available online at [www.aolb.org](http://www.aolb.org)

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*Link to Lloyd's* is published quarterly by ALB. Distributed to all ALB members, this publication is intended to keep members up-to-date on ALB activities and news from Lloyd's. The views expressed do not necessarily reflect the opinions of Lloyd's underwriters, the Council or Corporation of Lloyd's.

### ALB Seminars 2008

Tuesday February 5 2008

*Environmental and Pollution Insurance*

Tuesday May 13 2008

Tuesday August 5 2008

Wednesday November 5 2008

9:00 am to Noon

Chicago Cultural Center at 78 E Washington

FREE for employees of ALB member firms and IA members. IDOI CE credit hours offered.

### ALB Annual Meeting 2008

Wednesday November 5 2008 Noon—2pm  
University Club of Chicago at 76 E Monroe