

0504600

**CITY OF GAINESVILLE  
2005 REQUEST FOR QUALIFICATIONS FOR  
PROPERTY, LIABILITY AND WORKERS COMPENSATION AGENT OF RECORD**

2004 - 2005 Annual Premium = \$4,110,239

Agent	John J. Liston, ARMI, AU	Hibb Rogal & Hobbs Team	Virginia Del Lago CPCU	Paul Dawson	John Ryan, ARM, CIC, CRM	
76	<b>Area President, Branch Manager</b> Arthur J. Gallagher & Co. P. O. Box 9000 Clearwater, FL 33758 727 797-4190 john.liston@ajg.com 727 791-1613	Hibb Rogal & Hobbs of Florida, Inc. 4880 Newberry Road, Suite 100 Gainesville, FL 32607 352 378-2511 jim.skiles@hrh.com 352 378-9802	Vice President Marsh USA, Inc. 3031 N. Rocky Point Dr, Ste 700 Tampa, FL 33607 813 207-5177 virginia.dellago@marsh.com 813 207-5190	PRIA 615 Crescent Executive Ct. Lake Mary, FL 321 832-1504 pdawson@publicrisk.com 321 832-1513	Senior Vice President Wachovia Insurance Services 4600 West Cypress St, Ste. 200 Tampa, FL 33607 813 287-1936 john.ryan@wachovia.com 813 282-1020	
77	Business Auto	Standard Commission	Included	Included	\$2,000	
78	General Liability	Standard Commission	Included	Included	\$5,000	
79	Excess Liability	Standard Commission	Included	Included	\$3,000	
80	<b>Total (If Flat Fee)</b>	Standard Commission	Included	Included	\$10,000	
81	<b>Ironwood Public Golf Course</b>	Standard Commission	Included	Included	\$800	
82	Property	Standard Commission	Included	Included	\$400	
83	Golf Cart/Golf Maintenance	Standard Commission	Included	Included	\$400	
84	General Liability	Standard Commission	Included	Included	\$400	
85	Limited Above Ground Pollution Liability	Standard Commission	Included	Included	\$400	
86	Liquor Liability	Standard Commission	Included	Included	\$400	
87	Golf Facilities Management Liability	Standard Commission	Included	Included	\$400	
88	Automobile Liability	Standard Commission	Included	Included	\$400	
89	Crime	Standard Commission	Included	Included	\$400	
90	Umbrella	Standard Commission	Included	Included	\$400	
91	<b>Total (If Flat Fee)</b>	Standard Commission	Included	Included	\$4,000	
92	Will this remuneration be included within premiums	Open for discussion	Fee only	In addition to	In addition to	
93	Rate guarantee	3 years, with 5% increase per year	Unlimited	3 years, year 2 not to exceed \$168,525; year 3 not to exceed \$176,951	3 years	3 years, if scope does not change
94	Do you acknowledge that the City reserves the right at any time to remove the agent of record status for one or more types of coverage if believed to be in the City's best interest to solicit such coverage from one or more parties involving other agents?	Yes	Yes	Yes	Yes	Yes
95	Do you agree to a reasonable adjustment of your fee in the event the City believes it to be in its best interest to remove the agent of record status for one or more types of coverage or solicit such coverage from one or more parties involving other agents?	Yes	Yes	Yes	Yes	Yes
96	allow and pledge full cooperation to the City if it (at its option), desires an audit of the agency and related parties regarding the City's expenditures for the property/casualty insurance/self-insurance program and all related remuneration to the agency and agents and others involved, including the tracking of funds to intermediaries, insurers, etc.?	Yes	Yes	Yes	Yes	Yes
97		Yes	Yes	Yes	Yes	Yes

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 MARKET PREFERENCES

1	<b>Agent</b> Title Firm Address City/State/ZIP Telephone Number Email Fax Number	John J. Liston, ARN, AU Area President, Branch Manager Arthur J. Callagher & Co. P. O. Box 9000 Clearwater, FL 33758 727.797-4190 john_liston@aig.com 727.791-1613	<b>HHB Rogal &amp; Hobbs Team</b> HHB Rogal & Hobbs of FL 4880 Newberry Road Gainesville, FL 32607 352.378-2511 jim.skiles@hrh.com 352.378-9802	<b>Virginia Del Lago</b> Marsh USA, Inc. 3031 N. Rocky Point Drive, Suite 700 Tampa, FL 33607 813.207-5177 virginia.delago@marsh.com 813.207-5190	<b>Paul Dawson</b> PRIA 615 Cresscent Executive Ct. Lake Mary, FL 321.832-1504 pdawson@publicrisk.com 321.832-1513	<b>John Ryan</b> Wachovia Insurance Services 4600 West Cypress Street, Ste. 200 Tampa, FL 33607 813.287-1936 john.ryan@wachovia.com 813.282-1020
2	<b>Package Policy</b>	Hartford Steam Boiler/Sarr Tech Liberty International Insurance Co. Zurich American Insurance	<b>Not stated</b>	Princeton Excess & Surplus Insurance/Alternative Market Solutions State National Insurance/Meadowbrook, Inc. Genesis CV Starr Market ACE St. Paul/Travelers Clarendon	State National (PGIT) Arch (PGIT)	St. Paul Travelers State National
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10	<b>Primary Property</b>	Hartford Steam Boiler/Sarr Tech Liberty International Insurance Co. Zurich American Insurance		Hartford Steam Boiler Zurich Liberty International Lloyds - ACE Global Market Sarr Tech/HSB IRI Allianz AEGIS Swiss Re XL Insurance CNA Munich FM Global	Axis and Lexington AEGIS HSB (Sarr Tech) Zurich Arch	Zurich IRI FM Commonwealth Lexington
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24	<b>Excess Property</b>	Hartford Steam Boiler/Sarr Tech Liberty International Insurance Co. Zurich American Insurance		Hartford Steam Boiler Zurich Liberty International Lloyds - ACE Global Market Sarr Tech/HSB IRI Allianz AEGIS Swiss Re XL Insurance CNA Munich FM Global	Landmark Liberty Quanta Travelers ACE/Westchester	AXIS ACE ARCH RSUI Bernuda/London
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38	<b>Boiler and Machinery</b>	Hartford Steam Boiler/Sarr Tech Liberty International Insurance Co. Zurich American Insurance		Hartford Steam Boiler CNA Travelers	AEGIS HSB CNA Travelers	CNA St. Paul Travelers Zurich Chubb HSB
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46	John J. Liston, ARM, AU Firm Arthur J. Gallagher & Co. Address P. O. Box 9000 City/State/Zip Clearwater, FL 33758 Telephone Number 727 797-4190 Email john_liston@ajg.com Fax Number 727 791-1613	Hibb Rogal & Hobbs Team 4880 Newberry Road Gainesville, FL 32607 352 378-2511 jim.skiles@hrh.com 352 378-9802	Marsh USA, Inc. 3031 N. Rocky Point Drive, Suite 700 Tampa, FL 33607 813 207-5177 virginia.delago@marsh.com 813 207-5190	PRIA 615 Creuscent Executive Ct. Lake Mary, FL 321 832-1504 pdawson@publctrisk.com 321 832-1513	Wachovia Insurance Services 4600 West Cypress Street, Ste. 200 Tampa, FL 33607 813 282-1936 john_ryan@wachovia.com 813 282-1020
47	Safety National Casualty Company		Safety National	State National (PGIT)	PGIT
48	Midwest Employers Casualty Corp.		Mid-West Employers	Midwest Casualty	Safety National
49	Clarendon Insurance		ACE	Safety National	ACE
50			CNA/Wexford		Midwest
51			Employers Re		AIG
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55	<b>Police Prof Liability</b>				
56	National Casualty Co.		National Casualty	Arch (PGIT)	PRIA/PGIT
57	Aspen Specialty Insurance Co.		United National	National Union/Lexington	SIRPRO
58			Aspen	National Casualty	NIF
59			ARCH		
60	<b>Public Officials and Employment Practices Liability</b>		Lexington		
61	National Union Fire Insurance Co. of Pittsburgh, PA		National Union	Arch (PGIT)	PRIA/PGIT
62	Aspen Specialty Insurance Co.		ACE	National Union	SIRPRO
	Illinois Union Insurance Co.		United National	United National	NIF
			Aspen	ACE	
			National Casualty		
			ARCH		
			CNA		
			PEIT Scottsdale		
			Gentini		
63	<b>Auto Physical Damage</b>				
64	Lexington Insurance Company		Fireman's Fund	Various in support of PGIT	PRIA/PGIT
65	Fireman's Fund Insurance Co.		Lexington	Lexington	SIRPRO
66			Lloyd's		NIF
67			Clarendon		
68			St. Paul Surplus		
69			Essex		
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