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**2020**



**An Insurance Field Publication  
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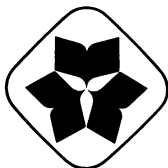
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A comprehensive and convenient directory of insurance industry services in the states of Iowa, Minnesota, Nebraska, North Dakota and South Dakota, including independent insurance agents, P&C and life insurance companies, independent claims adjusters, field reps, life general agents and managers, managing general agents, brokers, underwriters, and insurance organizations.

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## FOREWORD

Insurance Field Company, Inc. (est. 1889) is proud to present the world's oldest, largest, and most up-to-date independent insurance agent directories and the most comprehensive website available to insurance professionals and the general public.

The valuable information contained in our handbooks is used daily by most every insurance carrier, insurance agents, MGA's, brokers, underwriters, insurance organizations, adjusters, and now the general public via the internet.

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Our listings of agents, adjusters, insurance companies and MGA's are updated continuously to provide the highest level of accuracy possible.

In addition to the printed handbooks, electronic versions of our vast database are also available for purchase in Excel spreadsheet format. What a great marketing tool... call for a quote today!

Be sure to look for our exhibit booth at The Big I, PIA, and many other industry trade shows, where we are marketing more aggressively than ever for our listed firms.

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Polly Oxley, Terr. Dir. - IA, NE

Melissa Schommer, Terr. Dir. - MN

**Adriatic Ins. Co.,** 3501 N. Causeway Blvd., Ste. 1000, Metairie, LA (70002) FAX (504)832-0605 .....(504)838-8100

E-mail: website@adriaticins.com

Website: www.adriaticinsurance.com

*Write: Surplus Lines*

*Personnel:* Joseph E. Taylor, President

**Aegis Security Insurance Co. (K2 Insurance Services, LLC),** 4507 N. Front St., Ste. 200, Harrisburg, PA (17110) FAX (717)657-0340

.....(800)233-2160

E-mail: wlane@aegisfirst.com

Website: www.aegisfirst.com

*Write: Mobile Home, Travel Trailers, Motorcycles, Motor Homes, Low Value Dwellings, Homeowners, Non-standard Auto, Surety, Unoccupied Homes, Vacant Homes*

*Personnel:* William J. Wollyung, III, Pres./CEO

## PROPERTY & CASUALTY COMPANIES

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**Agri General Insurance Co./ Rain & Hail Agricultural Ins. (Chubb Group),** 9200 Northpark Dr., Ste. 300, Johnston, IA (50131)

FAX (515)599-1101 .....(515)559-1100

E-mail: desmoines@rinhail.com

Website: www.rainhail.com

*Subsidiary of The Chubb Group of Insurance Companies*

*Personnel:* Steven C. Harms, Pres.

*State/Area Field Representatives*

14517 F St., Ste. 213, Omaha, NE (68137) FAX (515)559-1557

.....(402)334-5176

**AIG/ American International Group (American International Group),** 175

Water St., New York, NY (10038) .....(212)770-7000

E-mail: IR@aig.com

Website: www.aig.com

*Personnel:* Peter D. Hancock, Pres./CEO; Jeffrey Hurd, COO; Sid Sankaran, CFO; Kevin Hogan, Exec. V.P.; Robert S. Schimek, Exec. V.P.

*Subsidiary Companies:*

AIG/ American General Life Insurance Co.

Audubon Indemnity Co. (write: *Fire & Allied Lines, Automobile Liability, Automobile Physical Damage, Single Limit Liability, Burglary & Glass, General Liability, Homeowners, Special Multi-Peril*)

Blackboard Insurance Co.

Commerce & Industry Insurance Co.

Granite State Insurance Co.

Lexington Insurance Co. (write: *Surplus Excess Lines*)

National Union Fire Ins. Co. of Pittsburgh

**AIX Group/ Hanover Programs (Hanover Group),** 440 Lincoln St., Worcester, MA (01653) .....(716)856-3722

E-mail: bschultz@aixgroup.com

Website: www.aixgroup.com

*Subsidiary of AIX Group/ Hanover Programs*

*Personnel:* Robert Schultz, Pres.; Brad Isaacson, Reg. Pres.- East Coast; Russell Renvyle, Reg. Pres.- Midwest Region; Craig Rappaport, COO; Edward Klotz, Chief Underwriter, Officer

**Alaska National Insurance Co.,** 7001 Jewel Lake Rd., Anchorage, AK (99502) FAX (907)266-9252 .....(907)248-2642

*Write: Property, Liability, Worker's Compensation, Ocean Marine, Inland Marine, Fidelity & Surety Bonds*

*Personnel:* George Stephen Suddock, Ch. of Bd.; David P. Jones, Pres.;

Gary B. Oehler, Exec. V.P.; Raymond J. McMahon, Exec. V.P.; Roger

Moseley, Sr. V.P.; Terry Kordewick, Sr. V.P.; Bernie D. Raven, Sr.

V.P.; William Stewart, Sr. V.P.; Richard B. Suddock, Sr. V.P.,

Finance; John L. Ramey, Sr. V.P.; Susan A. Harvey, V.P. Clms.;

Patricia A. Henderson, V.P.; Edith A. Goodgame, V.P.; Bruce A.

Brown, V.P.; Charles Bean, V.P.; Heather Double, V.P.; Ann Hawks,

V.P.; Scott Lincoln, V.P.; Aze Azegami, Treas.; Dolores Keenan, V.P.

& Secy.

**Albany Mutual Insurance Co. (NAMIC),** 141 5th St., P.O. Box 301, Albany, MN (56307) .....(320)845-2375

E-mail: albanyfireins@system.com

Website: www.albanymutual.com

*Personnel:* Jayson Strusz, Pres.; Shirley Moser, V.P.

**Alfa Insurance Co. (Alfa Insurance Group),** 2108 E. South Blvd., P.O.

Box 11000, Montgomery, AL (36191-0001) FAX (334)288-0905

.....(334)288-3900

Website: www.alfains.com

*Write: Automobile Bodily Injury, Medical Payments, Property Damage, Uninsured Motorists, Automobile Physical Damage, Fire, Homeowners*

*Personnel:* Jimmy Parnell, Pres./CEO

## PROPERTY & CASUALTY COMPANIES

### **Alfa Insurance Co. (Cont.)**

#### *Subsidiary Companies:*

Alfa Alliance Insurance Corp. (write: *Fire & Allied Lines, Automobile Full Coverage, General Liability, Workers' Compensation, Homeowners, Multi-Peril Policies, Inland Marine*)

Alfa Life Ins. Corp. (write: *Ordinary, Universal, Term, Accident & Health*)

Alfa Mutual Fire Ins. Co. (write: *Standard Fire & Machinery Floater*)

Alfa Mutual General Ins. Co. (write: *Automobile, Homeowners, Chattel Mortgage Policies (rec. & non-rec.)*)

**All America Ins. Co.** - See Central Mutual Insurance Co.

**Alliance Insurance Co.** - See Farmers Alliance Insurance Cos.

**Allianz Insurance Co. (Allianz AG)**, 2350 Empire Ave., Burbank, CA (91505-4669) FAX (818)260-7207 ..... (818)260-7500

*Personnel:* Kevin Callahan, CEO, Pres.; Paul D. Kaduk, Exec. V.P.; Dennis Raab, CFO

#### *Subsidiary Companies:*

Allianz Underwriters Ins. Co.

**Allianz Underwriters Ins. Co.** - See Allianz Insurance Co.

**Allstate Indem. Co.** - See Allstate Ins. Co.

**Allstate Ins. Co. (Allstate Insurance Group)**, 2775 Sanders Rd., Northbrook, IL (60062) ..... (847)402-5000

Website: [www.allstate.com](http://www.allstate.com)

*Personnel:* Tom J. Wilson, Chmn./CEO

#### *Subsidiary Companies:*

Allstate Benefits

Allstate Indem. Co.

Allstate Life Ins. Co.

Allstate Prop. & Cas. Ins. Co.

**Allstate Prop. & Cas. Ins. Co.** - See Allstate Ins. Co.

**American Agricultural Insurance Co. (AAIC)**, 1501 E. Woodfield Rd., Ste. 300-W, Schaumburg, IL (60173) FAX (847)969-2752

..... (847)969-2900

E-mail: [webmaster@aaic.com](mailto:webmaster@aaic.com)

Website: [www.aaic.com](http://www.aaic.com)

*Write: Multiple Line Reinsurance*

*Personnel:* Janet Katz, Exec. V.P./CEO; Robert Stallman, Jr., Sr. V.P.-Admin.; Chuck Van Kampen, Sr. V.P./Actuary

**American Commerce Insurance Co. (MAPFRE) (MAPFRE U.S.A. Corp.)**, 3590 Twin Creeks Dr., Columbus, OH (43204) ..... (614)272-6951

Website: [www.mapfreinsurance.com](http://www.mapfreinsurance.com)

*Write: Automobile, Homeowners*

#### *Subsidiary Companies:*

Commerce West Ins. Co. (write: *Automobile, Miscellaneous Liability*)

**American Contractors Indemnity Company**, 9841 Airport Blvd., 9th Floor, Los Angeles, CA (90045) FAX (310)649-0416 .... (310)649-0990

*Write: Surety & Fidelity*

*Personnel:* Frank Lanak, Corp. Counsel; Robert Thomas, Pres. & CEO; Lee Back, COO; Jim Ferguson, Corp. Secy./Treas.

**American Country Insurance Co. (Atlas Financial)**, 953 American Ln., 3rd Floor, Schaumburg, IL (60173) FAX (847)700-8240 (847)472-6700

Website: [www.atlas-fin.com](http://www.atlas-fin.com)

*Subsidiary of Atlas Financial Holdings*

**American Economy Ins. Co.** - See Liberty Mutual Insurance Co.

**American Family Home Ins. Co.** - See American Modern Insurance Group

## PROPERTY & CASUALTY COMPANIES

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**American Family Insurance Co. (American Family Insurance Group),**  
6000 American Parkway, Madison, WI (53783) FAX (608)243-4916  
.....(800)692-6326

Website: [www.amfam.com](http://www.amfam.com)

*Write: Fire & Allied Lines, Casualty, Automobile, Homeowners, Health,  
Commercial Lines*

*Subsidiary Companies:*

American Standard Ins. Co. of Wisconsin(*write: Automobile Full  
Coverage, Motorcycles*)

**American Fire & Cas. Co.** - See Ohio Casualty Insurance Co. (Liberty  
Mutual)

**American Guarantee & Liability Ins. Co. (Zurich Insurance Group-United  
States),** 1299 Zurich Way, Schaumburg, IL (60196)

FAX (847)517-8585 .....(847)605-6000

Website: [www.zurichna.com](http://www.zurichna.com)

*Write: Casualty, Fire & Allied Lines, Fidelity Bonds, Boiler & Machinery,  
Workers' Compensation*

*Subsidiary of Zurich North America*

*Personnel:* Mark E. Knipfer, Pres./COO

**The American Ins. Co.** - See Fireman's Fund Insurance Company

**American Modern Insurance Group (American Modern Insurance  
Group),** 7000 Midland Blvd., P.O. Box 5323, Cincinnati, OH

(45201-5323) FAX (513)943-7111 .....(513)943-7200

E-mail: [webinfo@amig.com](mailto:webinfo@amig.com)

Website: [www.amig.com](http://www.amig.com)

*Write: Automobile Physical Damage, Mobile Home, Mortgage, Fire, Low  
Value Dwelling, Commercial Multi-Peril, Inland Marine, Surety*

*Personnel:* Manuel Rios, Pres./CEO; Kevin Morreale, Business  
Development; Tammy Nelson, Marketing; Dick Dowd, Sales

*Subsidiary Companies:*

American Family Home Ins. Co.(*write: Automobile Physical Damage,  
Mobile Home, Mortgage, Fire, Low Value Dwelling, Commercial  
Multi-Peril, Inland Marine*)

American Modern Life Ins. Co.

American Modern Lloyds Ins. Co.(*write: Fire & Allied Lines,  
Homeowners Multi Peril*)

American Southern Home Ins. Co.(*write: Automobile Physical  
Damage, Mobile Home, Mortgage, Fire, Low Value Dwelling,  
Commercial Multi-Peril, Inland Marine, Surety*)

American Western Home Ins. Co.(*write: Automobile Physical Damage,  
Mobile Home, Mortgage, Fire, Low Value Dwelling, Commercial  
Multi-Peril, Inland Marine, Surety*)

G.U.I.C.(*write: Automobile Physical Damage, Fire, Allied Lines*)

**American National Prop. & Cas. Co. (ANPAC) (American National  
Financial Group),** 1949 E. Sunshine, Springfield, MO (65899)

FAX (417)887-1801 .....(417)887-0220

E-mail: [jsullivan@anpac.com](mailto:jsullivan@anpac.com)

Website: [www.americannational.com](http://www.americannational.com)

*Subsidiary of American National Insurance Co.*

*Personnel:* Greg Ostergren, CEO/Pres.; Robert J. Campbell, V.P./Gen.  
Coun./Secy.

**American Road Insurance Co.,** P.O. Box 1732, Dearborn, MI (48121)

FAX (313)337-9955 .....(313)845-5850

*Write: Automobile Physical Damage, Fire, Credit Life, Credit Disability,  
Annuities & Extended Warranty*

*Personnel:* Clifford G. Rager, Pres.; Shirley Fortune, V.P.; Timothy  
Kuehn, Treas.

**American Select Insurance** - See Westfield Insurance

## PROPERTY & CASUALTY COMPANIES

**American Service Ins. Co. (Atlas Financial)**, 953 American Lane, 3rd Fl., Schaumburg, IL (60173) FAX (847)700-8240 .....(847)472-6700  
Website: www.atlas-fin.com

*Personnel:* Scott D. Wollney, Pres.; Robert Fattore, V.P. Mktg.

**American Service Insurance Company, Inc.** - See Atlas Financial Holdings

**American Southern Insurance Co. (Atlantic American Corporation)**, 3715 Northside Pkwy., Bldg. 400, Ste.800, Atlanta, GA (30327)  
FAX (404)266-8327 .....(404)266-9599  
E-mail: brianh@amsou.com  
Website: www.amsou.com

*Write: Fire & Allied Lines, Automobile Liability, Automobile Physical Damage, Inland Marine, Surety, General Liability*

*Personnel:* Scott G. Thompson, Pres./CEO/CFO; Gary M. O'Neal, V.P.-Mktg.

**American Standard Ins. Co. of Wisconsin** - See American Family Insurance Co.

**Ameriprise Auto & Home (Ameriprise Financial)**, P.O. Box 19054, Green Bay, WI (54307) FAX (920)330-5607 .....(800)535-2001  
Website: www.ameriprise.com

*Personnel:* James M. Cracchiolo, Chmn./CEO

*Subsidiary Companies:*

IDS Property Casualty Ins. Co.

**Amerisure Mutual Insurance Co. (Amerisure Companies)**, 26777 Halsted Rd., P.O. Box 2060, Farmington Hills, MI (48333-2060)  
FAX (248)615-8602 .....(248)615-9000  
Website: www.amerisure.com

*Personnel:* Gregory J. Crabb, Pres./CEO; Matthew J. Simon, CFO

*Subsidiary Companies:*

Michigan Mutual Ins. Co.

*State/Area Field Representatives*

3800 American Blvd., Ste. 890, Bloomington, MN (55431)

FAX (952)516-5709 .....(952)852-0400

**Ameritrust Group, Inc. (Ameritrust Group, Inc.)**, 26255 American Dr., Southfield, MI (48034) FAX (248)358-1614.....(248)358-1100  
Website: www.ameritrustgroup.com

*Personnel:* Kenn Allen, CHCM, CIC, Pres./CEO; Patrick Stewart, CFO/Treas.

*Subsidiary Companies:*

Century Insurance Group(*write: Contract Surety Bonds, Property & Casualty Ins. (Small Contractors), Apartments, Resorts & Hotels, Retail Stores, Bars & Taverns, Night Clubs, Day Care Centers, Restaurants, Strip Centers, Convenience Stores*)

Savers Property & Casualty Insurance Co.

Star Insurance Co.

Williamsburg National Insurance Co.

*State/Area Field Representatives*

3500 American Blvd. W., Ste. 155, Bloomington, MN (55431)

FAX (952)346-9520 .....(952)884-9833

**AMICA Mutual Insurance Co. (Amica Companies)**, 100 Amica Center Blvd., Lincoln, RI (02865) FAX (866)457-0520.....(800)242-6422  
E-mail: ppyne@amica.com  
Website: www.amica.com

*Personnel:* Robert A. DiMuccio, Chmn./Pres./CEO; Mark Harrison, Sales & Client Services Mgr.

*Subsidiary Companies:*

Amica Life Ins. Co.

Amica Lloyd's of Texas, Inc.

Amica Property & Casualty Insurance Co.

## LIFE COMPANIES

**5 Star Life Insurance Co.**, 909 N. Washington St., Alexandria, VA (22314) FAX (703)224-0214.....(800)776-2322  
E-mail: info@5starima.com  
Website: www.5starlifeinsurance.com  
*Personnel:* Mark Singleton, Pres.; Kimberly Wooding, Exec. V.P.

**AAA Life Insurance Co.**, 17900 N. Laurel Park Dr., Livonia, MI (48152) FAX (888)223-6534 .....(888)422-7020  
Website: www.aalife.com

**Ability Insurance Co.**, 1515 S. 75th St., P.O. Box 3735, Omaha, NE (68103) FAX (866)499-1784.....(877)795-8493  
E-mail: dlawler@abilityre.net  
Website: www.abilityinsurance.com  
*Write: Long Term Care & Life*  
*Personnel:* Kenneth King, CEO; Frederick John Yosua, Jr., Pres.

**Aetna Inc. (Aetna Inc.)**, 151 Farmington Ave., Hartford, CT (06156) .....(860)273-0128  
Website: www.aetna.com  
*Personnel:* Karen S. Lynch, Pres.; Richard di Benedetto, Exec. V.P.Pres.; Rick Jelinek, Exec. V.P.

*Subsidiary Companies:*

Aetna Life Insurance Co.  
Continental Life Insurance Company(*write: Whole Life, Limited Pay Whole Life, Term Life, Grandchild Rider*)

**Aetna Life Insurance Co.** - See Aetna Inc.

**AFLAC, Inc.**, 1932 Wynnnton Rd., Columbus, GA (31999) FAX (800)448-8922 .....(706)323-3431  
Website: www.aflac.com  
*Personnel:* Daniel P. Amos, Chmn. & CEO; Paul S. Amos, Pres.; Joey M. Loudermilk, Exec. V.P.

**AIG/ American General Life Insurance Co. (American International Group)**, 180 Maiden Lane, New York, NY (10038) .....(212)770-7000  
Website: www.americangeneral.com/life

**Allianz Life Insurance Company of North America (Allianz AG)**, P.O. Box 1344, Minneapolis, MN (55416-1297) FAX (763)582-6002 .....(800)950-5872  
Website: www.allianzlife.com  
*Write: Individual Life Insurance, Annuities, Long Term Care & Life, Annuity & Health Reinsurance*

*Personnel:* Walter White, Pres./CEO; Tom Burns, Chief Distribution Officer; Nancy Jones, Chief Mktg. Officer; Neil McKay, Chief Actuary; Bill Gaumond, Chief Financial Officer; Cathy Mahone, Chief Admin. Officer

**Allstate Life Ins. Co. (Allstate Insurance Group)**, 2775 Sanders Rd., Northbrook, IL (60062) FAX (847)402-4371 .....(847)402-5000  
Website: www.allstate.com  
*Subsidiary of Allstate Ins. Co.*  
*Personnel:* Thomas J. Wilson, CEO; James DeVries, EVP

**Amalgamated Life Insurance Co.**, 333 Westchester Ave., White Plains, NY (10604) FAX (914)367-4115 .....(914)367-5000  
E-mail: kspalding@amalgamatedlife.com  
Website: www.amalgamatedlife.com  
*Personnel:* Paul Mallen, Pres./CEO; John Thornton, Exec.V.P.  
Sales/Mktg.; Richard Rust, Exec. V.P.

**American Fidelity Assurance Co. / Life Division**, 2000 N. Classen Blvd., P.O. Box 25523, Oklahoma City, OK (73125-0523) FAX (405)523-3841 .....(405)523-2000



## LIFE COMPANIES

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**American Fidelity Life Insurance Co.**, 500 S. Palafox, Ste. 200,  
Pensacola, FL (32502) FAX (850)453-5440 .....(850)456-7401  
Website: www.amfbsite.com

*Write: Ordinary*

*Personnel:* R. E. Mauch, Pres.; Jack Yancey, V.P. & Secy.; Carol Harrison, Treas.

**American Home Life Insurance Co.**, 400 S. Kansas Ave., P.O. Box  
1497, Topeka, KS (66601) FAX (785)235-0881 .....(785)235-6276  
Website: www.amhomelife.com

*Write: Ordinary Life, Term, Final Expense, Preneed*

*Personnel:* Steven S. Lobell, Pres./CEO; Les E. Diehl, Sr.V.P./ Gen. Counsel; Tom Lobell, V.P.- Mktg.

**American Income Life Ins. Co. (Torchmark Corporation)**, 1200 Wooded  
Acres, P.O. Box 2608, Waco, TX (76797) FAX (254)761-6670  
.....(254)761-6400  
Website: www.aillife.com

**American Independent Insurance Co.** - See Good2Go Auto Insurance/  
formerly AIC Insurance

**American Modern Insurance Group (American Modern Insurance  
Group)**, 7000 Midland Blvd., P.O. Box 5323, Cincinnati, OH  
(45201-5323) FAX (513)943-7111 .....(513)943-7200  
E-mail: webinfo@amig.com

Website: www.amig.com

*Write: Automobile Physical Damage, Mobile Home, Mortgage, Fire, Low  
Value Dwelling, Commercial Multi-Peril, Inland Marine, Surety*

*Personnel:* Manuel Rios, Pres./CEO; Kevin Morreale, Business  
Development; Tammy Nelson, Marketing; Dick Dowd, Sales

*Subsidiary Companies:*

American Family Home Ins. Co.(*write: Automobile Physical Damage,  
Mobile Home, Mortgage, Fire, Low Value Dwelling, Commercial  
Multi-Peril, Inland Marine*)

American Modern Life Ins. Co.

American Modern Lloyds Ins. Co.(*write: Fire & Allied Lines,  
Homeowners Multi Peril*)

American Southern Home Ins. Co.(*write: Automobile Physical  
Damage, Mobile Home, Mortgage, Fire, Low Value Dwelling,  
Commercial Multi-Peril, Inland Marine, Surety*)

American Western Home Ins. Co.(*write: Automobile Physical Damage,  
Mobile Home, Mortgage, Fire, Low Value Dwelling, Commercial  
Multi-Peril, Inland Marine, Surety*)

G.U.I.C.(*write: Automobile Physical Damage, Fire, Allied Lines*)

**American Modern Life Ins. Co.** - See American Modern Insurance Group

**American National Insurance Co. (American National Financial Group)**,  
One Moody Plaza, Galveston, TX (77550) FAX (409)766-6663  
.....(409)763-4661

Website: www.anico.com

*Write: Ordinary Life, Industrial Life, Accident & Health, Credit Life,  
Hospitalization*

*Personnel:* Robert L. Moody, Chmn./CEO; G. R. Ferdinandtsen,  
Pres./COO; David A. Behrens, Exec. V.P.- Marketing

*Subsidiary Companies:*

American National Life Insurance Co. of New York

American National Prop. & Cas. Co. (ANPAC)

Farm Family Companies(*write: Automobile, General Liability, Fire,  
Homeowners, Farmowners, Workers' Compensation, Inland Marine,  
Burglary, Farm Umbrella, Commercial Property*)

Standard Life & Accident Ins. Co. (SLAICO)

## LIFE COMPANIES

**American Republic Insurance Co. (American Enterprise Group, Inc.),**  
601 6th Ave., P.O. Box 1, Des Moines, IA (50306)  
FAX (515)247-2435 .....(515)245-2000  
Website: www.americanrepublic.com  
*Personnel:* Michael Abbott, Chmn., CEO, & Pres.; Sarah Roy, Sr.  
V.P./CFO/Treas.; Mary Durand, Corp. Secy.; Tom Peterson, Sr. V.P.

**American United Life Ins. Co. (AUL) (OneAmerica),** One American Sq.,  
P.O. Box 368, Indianapolis, IN (46206) FAX (317)285-5114  
.....(317)285-1877  
Website: www.oneamerica.com  
*Write:* 401(k)s, Retirement Plans, Individual Life, Annuities, Long-Term  
Care, Group Credit Life  
*Subsidiary Companies:*

The State Life Ins. Co. (*write: Long-Term Care*)

**American-Amicable Life Ins. Co. of Texas (American Amicable Group),**  
425 Austin Ave., P.O. Box 2549, Waco, TX (76702-2549)  
FAX (254)297-2105 .....(254)297-2777  
E-mail: contactus@americanamicable.com  
Website: www.americanamicable.com  
*Write: Ordinary Life*

*Personnel:* S. Lanny Peavy, Pres. & CEO; Michael J. Blanton, V.P.; Joe  
Dunlap, Exec. V.P.; Darren Sliva, V.P.- Sales

*Subsidiary Companies:*

Occidental Life Ins. Co. of North Carolina  
Pioneer American Ins. Co. (*write: Ordinary Life*)  
Pioneer Security Life Ins. Co.

**Americo Financial Life & Annuity Insurance Co. (Americo Life, Inc.),**  
P.O. Box 410288, Kansas City, MO (64141-0288)  
FAX (800)395-9238 .....(800)231-0801  
E-mail: contactamerico@americo.com  
Website: www.americo.com

*Subsidiary Companies:*

The College Life Ins. Co. of America  
Financial Assurance Life Insurance Company  
National Farmers Union Life Ins. Co.  
The Ohio State Life Insurance Co.

**Ameriprise Life Insurance (Ameriprise Financial),** 55 Ameriprise Financial  
Center, Minneapolis, MN (55474) .....(800)535-2001  
Website: www.ameriprise.com  
*Personnel:* James M. Cracchiolo, Chmn./CEO

**Amerisafe, Inc. (Amerisafe, Inc.),** 2301 Highway I-90 West, De Ridder,  
LA (70634) FAX (800)450-1091 .....(337)463-9052  
E-mail: aicc-mktg@amerisafe.com  
Website: www.amerisafe.com

*Personnel:* C. Allen Bradley, Chmn./ CEO; G. Janelle Frost, Pres./ COO;  
Craig P. Leach, Exec. V.P./ Sales & Mktg.; Donald McNabb, Mktg.  
Mgr.

*Subsidiary Companies:*

Silver Oak Casualty Co.

**Ameritas Life Insurance Corp. (UNIFI Companies),** 5900 "O" Street,  
P.O. Box 81889, Lincoln, NE (68501-1889) FAX (402)325-4190  
.....(800)311-7871

Website: www.ameritas.com

*Write: Ordinary Life, Variable Life, Group Dental, Group Vision,  
Annuities, Retirement Plans*

*Personnel:* JoAnn M. Martin, CPA, Pres./CEO; William W. Lester,  
Pres./CEO

*Subsidiary Companies:*

Ameritas Life Insurance Corp. of NY

*State/Area Field Representatives*

5900 O St., P.O. Box 81889, Lincoln, NE (68501)  
FAX (402)467-7338 .....(800)659-2223

## LIFE COMPANIES

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**Ameritas Life Insurance Corp. of NY (UNIFI Companies)**, 1350  
Broadway, Ste. 2201, New York, NY (10018) FAX (402)467-7335  
.....(402)467-1122

Website: [www.ameritas.com](http://www.ameritas.com)

*Subsidiary of Ameritas Life Insurance Corp.*

*Personnel:* JoAnn M. Martin, CEO; William W. Lester, Pres./COO; Brent  
Korte, Sr. V.P./Chief Mktg. Officer

**Amica Life Ins. Co.** - See AMICA Mutual Insurance Co.

**AMICA Mutual Insurance Co. (Amica Companies)**, 100 Amica Center  
Blvd., Lincoln, RI (02865) FAX (866)457-0520.....(800)242-6422  
E-mail: [ppyne@amica.com](mailto:ppyne@amica.com)

Website: [www.amica.com](http://www.amica.com)

*Personnel:* Robert A. DiMuccio, Chmn./Pres./CEO; Mark Harrison, Sales  
& Client Services Mgr.

*Subsidiary Companies:*

Amica Life Ins. Co.

Amica Lloyd's of Texas, Inc.

Amica Property & Casualty Insurance Co.

*State/Area Field Representatives*

3600 American Blvd. W., Ste. 100, Minneapolis, MN (55431)

FAX (866)457-0519 .....(888)902-6422

**AmTrust Financial North America (AmTrust Group)**, 59 Maiden Lane,  
43rd Floor, New York, NY (10038) FAX (212)220-7130  
.....(212)220-7120

E-mail: [sheila.wyse@amtrustgroup.com](mailto:sheila.wyse@amtrustgroup.com)

Website: [www.amtrustgroup.com](http://www.amtrustgroup.com)

*Subsidiary Companies:*

Core Pointe Insurance Co. (*write: Property, Casualty, Inland Marine,  
Surety Bonds*)

**Anchor National Life Ins. Co.** - See SunAmerica Financial Group

**Anthem Life Insurance Co. (Wellpoint, Inc.)**, 6740 N. High St., P.O. Box  
182361, Columbus, OH (43218-2361) FAX (614)433-8880  
.....(614)436-0688

Website: [www.anthem.com](http://www.anthem.com)

*Personnel:* Joseph R. Swedish, Pres., CEO; Wayne Deveydt, CFO;  
David Underhill, Sales

**Assurant Employee Benefits/ Sun Life Financial (Sun Life Financial)**,  
2323 Grand Blvd., Kansas City, MO (64108).....(816)474-2345  
E-mail: [benefits@assurant.com](mailto:benefits@assurant.com)

*Subsidiary of Sun Life Financial*

**Assurity Life Insurance Co.**, 2000 Q St., P.O. Box 82533, Lincoln, NE  
(68501-2533) FAX (402)437-4395 .....(402)476-6500  
E-mail: [sales@assurity.com](mailto:sales@assurity.com)

Website: [www.assurity.com](http://www.assurity.com)

*Write: Ordinary Life, Annuities, Disability Income, Critical Illness,  
Worksite Products*

*Personnel:* Thomas E. Henning, Pres./CEO; Susan L Keisler-Munro, Sr.  
V.P./COO; Todd Reimers, Sr. V.P./Chief Mktg. & Sales Officer;  
Roseann Christensen, V.P. Mktg.

**Athene Annuity & Life Assurance Co. (Athene USA)**, 7700 Mills Civic  
Pkwy., West Des Moines, IA (50266) FAX (866)709-3922  
.....(888)266-8489

Website: [www.atheneannuity.com](http://www.atheneannuity.com)

*Personnel:* Grant Kvalheim, Pres./CEO Athene USA

## LIFE COMPANIES

**Auto Club Insurance Assn. (Automobile Club Group)**, 1 Auto Club Dr., Dearborn, MI (48126) FAX (313)336-1809 .....(313)336-1234

*Write: Automobile*

*Subsidiary Companies:*

Auto Club Group Ins. (*write: Homeowners, Boat, Automobile, Personal Umbrella, Surety*)

Auto Club Life Ins. Co. (*write: Life*)

Member Select Ins. Co. (*write: Property & Casualty, Surety*)

**Auto Club Life Ins. Co.** - See Auto Club Insurance Assn.

**Auto-Owners Insurance Company (Auto-Owners Group)**, 6101 Anacapri Blvd., Lansing, MI (48917) FAX (517)323-8796 .....(517)323-1200

E-mail: walker.andy@aoins.com

Website: www.auto-owners.com

*Personnel:* Jeffrey F. Harrold, CEO; Jeffrey S. Tagsold, Pres.; William F. Woodbury, Sr. V.P./ Secy./ Gen. Coun.; Carolyn B. Muller, Sr. V.P.

Claims

*Subsidiary Companies:*

Auto-Owners Life Insurance Co.

Home-Owners Ins. Co.

Owners Insurance Co.

Property-Owners Ins. Co.

Southern-Owners Ins. Co.

*State/Area Field Representatives*

5925 Council St. NE., Ste. 100, Cedar Rapids, IA (52402)

FAX (319)393-2283 .....(319)393-0043

1621 West Lakes Pkwy., P.O. Box 65440, West Des Moines, IA

(50265-0440) .....(515)225-7060

4125 Great Plains Dr. S, Fargo, ND (58104) FAX (701)280-2533

.....(701)280-2423

5117 S. Crossing Pl., Sioux Falls, SD (57108) .....(605)332-6500

**Auto-Owners Life Insurance Co.** - See Auto-Owners Insurance Company

**AXA Equitable Life Insurance Co. (AXA Companies U.S.)**, 1290 Avenue of the Americas, 8th Fl., New York, NY (10104) FAX (212)554-2275

.....(212)554-1234

Website: www.axa-equitable.com

**AXIS Accident & Health (AXIS Group)**, 1 University Square Dr., Ste.

200, Princeton, NJ (08540) FAX (609)375-9170 .....(609)375-9200

E-mail: michael.updyke@axiscapital.com

Website: www.axisaccidenthealth.com

*Personnel:* Albert A. Benchimol, Pres./ CEO Axis Capital; Richard Strachan, COO; Peter Vogt, CFO

**Baltimore Life Ins. Co.**, 10075 Red Run Blvd., Owings Mills, MD

(21117) FAX (866)660-6253 .....(410)581-6600

E-mail: info@baltlife.com

Website: www.baltlife.com

*Write: Universal Life, Ordinary Life, Accident & Health, Annuities, Long-Term Care*

*Personnel:* David K. Ficca, Pres./CEO; Richard A. Spencer, III, Sr.

V.P./CFO; Harold B Rojas, Sr. V.P./ Gen. Counsel; Damian A. Salvi,

Sr. V.P./Chief Distribution Officer

**Bankers Fidelity Life Ins. Co. (Atlantic American Corporation)**, 4370

Peachtree Rd., NE, Atlanta, GA (30319) FAX (404)266-5699

.....(404)266-5600

Website: www.bankersfidelity.com

*Write: Ordinary Life, Accident & Health*

*Personnel:* Eugene Choate, Pres.; Norm Cram, V.P./Chief Mkt. Officer

# MANAGING GENERAL AGENTS, BROKERS, UNDERWRITERS

**AFG Partners, Ltd.**

5 Hanover Square, Ste. 1400, New York, NY (10004)  
 FAX (212)406-3192 .....(212)732-1100  
 ledelman@afgins.com, www.afgins.com  
*(Les Edelman)*  
*Arch; AIG; Beazley; Catlin; Hartford; Hiscox; Hudson; Ironshore; Lloyds;*  
*Navigators; Seneca. MGA: AIG.*  
*Member: PIWA, NAPSLO.*

**American Management Corporation Insurance Services**

1109 Oak St., Conway, AR (72032) FAX (501)932-3135  
 .....(501)932-5799  
 todd.flagg@amcins.com, www.amcinsurance.com  
*(Renee Halman; Todd Flagg; Tammie Darter)*  
*ACE; Alterra; American Empire; American Modern; American Reliable;*  
*Amtrust; American Undrs.; Catlin; Colony; Empire; Essex; FMR; Great*  
*American Group; Lexington; Seneca; Undrs. at Lloyds; Zurich.*  
*Member: AAMGA, NAPSLO.*

**Amwins Brokerage of Georgia**

3630 Peachtree Rd. NE, Ste. 1700, Atlanta, GA (30326)  
 .....(404)920-3700  
 sam.baig@amwins.com, www.amwins.com  
*(Sam Baig)*

**AmWINS Transportation Underwriters**

3035 S. Church St., Burlington, NC (27215) FAX (336)229-6977  
 .....(336)229-1324  
 joe.hutelmyer@amwins.com, www.amwins.com  
 Toll Free Phone: (800)222-2407.  
*(Joseph P. Hutelmyer, Pres./CEO; James Philip Hogan Sr., V.P./Secy.;*  
*Mark Maucere, V.P. Marketing; Libby Smith, V.P.-Underwriting)*  
*AIG; Ace/Westchester; AIG; Lloyds; National Interstate; Sirius America;*  
*State National Ins. Co.; St. Paul.*  
*Member; AAMGA, NAPSLO, NCSLA.*

**Aon Risk Services**

11213 Davenport St., #201, P.O. Box 330, Omaha, NE (68135-3307)  
 FAX (402)697-0017 .....(402)697-1400  
 phyllis.lee@aon.com, www.aon.com

**Aon Risk Services Central, Inc.**

2700 Westown Pkwy., Ste. 320, West Des Moines, IA (50266)  
 .....(515)267-9101  
 www.aon.com

**Ash Johnson Company**

26766 Ranch Rd., Ashland, NE (68003) FAX (402)944-2119  
 .....(402)944-2331  
 randy@thejohnsoncompany.net, www.ashjohnsoncompany.com  
*(Randy Johnson; Carol Johnson)*  
*Mass. Mut.; Principal Life Ins.; Prudential.*

**Benefit Planners & Company, LLC**

2500 18th St., Ste.2, Bettendorf, IA (52722) FAX (563)359-3545  
 .....(563)359-8885  
 tom@bpcquote.com, www.bpcquote.com

**Bjornson-Sentinel E & L**

112 N. University Dr., Ste. 101, Fargo, ND (58102)  
 FAX (701)232-2529 .....(701)232-2444  
 appsoffice@ericksonlarseninc.com, www.ericksonlarseninc.com  
*(Jennifer Larsen, Pres.; Melissa Goschen, CIC, V.P.)*



## MANAGING GEN AGENTS, BROKERS, UNDERWRITERS

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### **Larry E. Botts & Associates/ dba Wealth Coach of KY**

651 Perimeter Dr., Ste. 200, Lexington, KY (40517)  
FAX (859)268-1821 .....(800)351-3010  
lbotts@ft.newyorklife.com, www.wealthcoachofkentucky.com  
(Larry E. Botts, CLU, ChFC, MSFS, President)  
Guardian; John Hancock; New York Life; UNUM;  
Member: AALU.

### **Elmer P. Brinkman Insurance**

420 4th St. N.E., #123, Watertown, SD (57201) FAX (605)886-9213  
.....(605)886-9214  
ebrink@dailypost.com

### **Brokers Clearing House, Ltd.**

4546 Corporate Drive, Ste. 155, West Des Moines, IA (50266)  
FAX (515)224-5948 .....(515)223-9479  
bch@bchlifc.com, www.bchlifc.com  
(Barbara Crowley, CEO; Debbie Hannam, Pres./Partner; Dan Allison,  
Managing Partner)  
Member: NAIFA.

### **Brown, Brown & Gomberg/CPS**

5750 Old Orchard Rd., Ste. 350, Skokie, IL (60077)  
FAX (847)965-8586 .....(847)965-4700  
dbrown@bbgcps.com, www.bbgcps.com  
(Daniel Brown, Owner)  
AIG; Allianz; American Natl.; Americo; AXA/Equitable; Banner Life;  
CNA; Conesco; Fidelity Life; First Penn Pacific; Fort Dearborn; Great  
American; Indianapolis Life; ING; Jefferson Pilot; John Hancock;  
Liberty Mut. Life; Lincoln Benefit; Lincoln Life; Mass Mut.; MetLife;  
Nationwide; New York Life; Pacific Life; Penn Mut.; Phoenix Life;  
Principal Financial; Protective Life; Prudential; Reliance Std.; Sun Life;  
The Hartford; Transamerica; Travelers; United Home Life; United of  
Omaha; West Coast Life; Western Reserve; William Penn; & many  
more.

### **W. H. Brownyard Corp.**

21 Maple Ave., Unit 8, Bay Shore, NY (11706) FAX (631)666-5723  
.....(631)666-5050  
brbrownyard@brownyard.com, www.brownyard.com  
(Tory Brownyard, Pres.; Bryan Brownyard)  
Arch Specialty.  
Member: IIA, PIA, NPMA.

### **Bunker Hill Underwriters**

800 Gessner Rd., Ste. 600, Houston, TX (77024) FAX (713)467-8238  
.....(713)935-7400  
dwilson@bhiainc.com, www.bhiainc.com  
(Byron Way, Pres.; Donald K. Wilson, Mktg. Dir.)  
Nursing Homes/Care Communities; Assisted Living Homes; Retirement  
Communities; Home Health & Hospice; Adult Day Care;  
Supermarkets; Religious Institutions; Marinas; Security Guards;  
Workers Comp. (TX only); Commercial Auto (TX only); Machine  
Shops (TX only).

### **Robert Burnette Insurance**

1905 W. 57th St., #4, Sioux Falls, SD (57109) FAX (605)336-8069  
.....(605)336-7121  
rrb.insurance@midconetwork.com  
(Robert Burnette, Owner)

### **Burns & Wilcox**

30833 Northwestern Hwy, Ste. 220, Farmington Hills, MI (48334)  
FAX (248)932-9046 .....(248)932-9000  
jdiefenbach@burns-wilcox.com, www.burnsandwilcox.com  
(Alan Jay Kaufman, Pres./CEO; Jeff Diefenbach, Sr. V.P./ Managing  
Dir.)

## MANAGING GEN AGENTS, BROKERS, UNDERWRITERS

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### Care Providers Insurance Services/ NSM Insurance Group

P.O. Box 1201, Texarkana, TX (75504) FAX (800)224-7145  
.....(800)761-7072  
*(Robert Nasits, Pres.)*  
*Ace USA.*

### Care Value, Inc. FMO

5263 Parkside Dr., Bldg. 700, Canandaigua, NY (14424)  
FAX (800)356-1969 .....(855)888-8326  
brian@carevalue.com, www.carevalue.com  
*(Brian Doyle, Owner/Principal)*  
*Aetna; AIG; American Progressive; Ameritas; Anthem; BC/BS WNY; BS*  
*NENY; Cigna HealthSpring; Columbian; Delta Dental; Envision Rx;*  
*Excellus BC/BS; Fidelis; Foresters; Geisinger; Gerber; Globe; Guardian;*  
*Humana; Lincoln; Medico; Mutual of Omaha; MVP; Nationwide; Royal*  
*Arcanum; Silver Script; Standard Life; Transamerica; United*  
*Healthcare; WellCare; William Penn Associates.*  
*Member: NAHU, NAILBA, BBB.*

### Church Underwriters, Inc.

342 East Country Rd. D, St Paul, MN (55117) FAX (651)771-3551  
.....(651)771-3850  
www.chuund.com  
*(Erik Walseth)*  
*CWG; Guide One; Hawkeye; Zurich.*  
*Target Markets.*

### Colonial Risk, Inc.

1850 Lee Rd., Suite 334, Winter Park, FL (32789) FAX (407)740-5661  
.....(407)740-5601  
www.colonial-risk.com  
*(David Liput, Co-Owner; Kris George, Co-Owner)*  
*AIG; Clarendon Natl.; Legion Ins.; Safety Natl.; Universal Re.*

### Combined Group Insurance Services

P.O. Box 819045, Dallas, TX (75381-9045) FAX (800)275-3194  
.....(800)275-3193  
marketing@combinedgroup.com, www.combinedgroup.com  
*Blake Stock, CEO; Monica Cooper, Agcy. Oper. Supervisor)*

### Concorde General Agency

720 28th St. S.W., Fargo, ND (58103-2362) FAX (701)232-6974  
.....(701)239-9941  
bob@cgains.com, www.cgains.com

### CPS Insurance Services

4530 77th St., Ste. 225, Edina, MN (55435) FAX (800)962-8017  
.....(952)224-0992  
www.cpsadvisorygroup.com  
*(Bill Elliott, Managing Ptnr.)*

*Allianz; American General; American Natl.; Aviva; AXA Equitable;*  
*Banner Life; Genworth Financial; Hartford; ING; John Hancock;*  
*Lincoln Financial; MetLife; Mut. of Omaha; Nationwide; New York*  
*Life; North American Co.; Phoenix; Principal Financial; Protective Life;*  
*Prudential; SBLI; Sun Life Financial; Transamerica; West Coast Life;*  
*WRL Ins.*

### CPS/Rohrer & Associates

6822 Hemlock Ln. N, Maple Grove, MN (55369) FAX (763)424-6498  
.....(763)424-3521  
marvr@rbrokers.com, www.rbrokers.com  
*(Marv Rohrer; Matt Rohrer; Carol Rohrer)*

*Allianz; American General; American Natl.; Aviva; AXA Equitable;*  
*Banner Life; Genworth Financial; Hartford; ING; John Hancock;*  
*Lincoln Financial; MetLife; Mut. of Omaha; Nationwide; New York*  
*Life; North American Co.; Phoenix; Principal Financial; Protective Life;*  
*Prudential; SBLI; Sun Life Financial; Transamerica; West Coast Life;*  
*WRL Ins.*

## MANAGING GEN AGENTS, BROKERS, UNDERWRITERS

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### **CRC Swett, div. of CRC Insurance / formerly Swett & Crawford**

920 Second Ave. S, Ste. 600, Minneapolis, MN (55402)

.....(612)333-0361

lcaruthers@crcswett.com, www.crcins.com

*(Linda Caruthers, Director)*

### **Daigle & Associates, Inc.**

606 Highway 80-W., P.O. Box 17, Clinton, MS (39060)

FAX (601)924-4659 .....(601)924-4522

edaigle@daigleins.com, www.daigleins.com

*Toll Free Number: 800-647-7660.*

*(Eddie Daigle, Pres./CEO; Sam B. Mason, V.P.;*

### **Davis Life & Annuity Brokerage**

3737 Woodland Ave., Ste. 600, West Des Moines, IA (50265)

FAX (888)618-7444 .....(515)222-0720

dlb@davislife.com, www.davis-life.com

*(Trent Davis, Co-Owner; Jon F. Davis, Co-Owner)*

*AIG Life; Allianz; American Equity; American Natl.; Assurity Life; Aviva*

*USA; Axa Equitable; Banner Life; Equitrust; Forethought Life; Great*

*American; ING; Investors Life; John Hancock; Lafayette Life; Legacy;*

*Lincoln Financial; Minnesota Life; National Western Life; North*

*American; Prudential; Sagicor Life.*

*Member: NAFA; NAILB.*

### **The Distinguished Programs Group**

1180 Avenue of the Americas, 16th Floor, New York, NY (10036)

FAX (212)297-3130 .....(212)297-3100

jhitzig@distinguished.com, www.distinguished.com

*(Jeremy Hitzig)*

### **Diversified Brokerage Services, Inc.**

5501 Excelsior Blvd., St Louis Park, MN (55416) FAX (952)697-5001

.....(952)697-5000

www.dbs-lifemark.com

### **Erickson-Larsen, Inc.**

6425 Sycamore Ct. N., Maple Grove, MN (55369) FAX (763)535-4051

.....(763)535-0055

apppmoffice@ericksonlarseninc.com, www.ericksonlarseninc.com

*Toll Free Phone: (800)442-3168.*

*(Merwyn R. Larsen, CPCU, Pres.; Dale M. Bergstrom, Exec. V.P.;*

*Jennifer Larsen, CIC, V.P.)*

*Member: AAMGA.*

### **Executive Life Associates, Inc.**

1435 Morris Ave., Ste. 19, Union, NJ (07083) FAX (908)851-2375

.....(908)851-0770

*(David E. Nagelberg)*

*American National; Aviva Life; Banner Life; Fidelity Life; Lincoln Benefit;*

*Lincoln National; North American Life; Presidential Life; Transamerica;*

*United of Omaha; William Penn Life of NY.*

*Member: NAILBA.*

### **J. H. Ferguson & Associates**

125 S Wacker Dr., Suite 1580, Chicago, IL (60606)

FAX (312)705-4289 .....(800)310-3351

vacantexpress@jhferg.com, www.jhferg.com

*(William D. Scherr, Exec. V.P.)*



## MANAGING GEN AGENTS, BROKERS, UNDERWRITERS

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### **Financial Security Benefits**

5069 S 149th Ct., Omaha, NE (68137) FAX (402)697-3905  
.....(402)891-8319

*(Gary Dross)*

*AIG; Allianz; Allied National; American General; American Investors; Assurity Life; Benicorp; BC/BS; Brokers National; Columbia Universal; Empire General; Equitable Life & Cas.; First Colony Life; Genworth; Gleaner Life; IMG; John Alden Life; John Hancock; Life Investors; Loyal American Life; Manulife; Medico; Metropolitan; Mutual of Omaha; Penn Mutual; Physicians Life; Pioneer Mut.; Prudential Life; Proactive Life; Standard Life; State Life; Time; Transamerica; Travelers; U.S. Financial Life; United Healthcare; United Life; United of Omaha; United Security Life; World Ins.*

### **First Financial Center**

119 3rd. St. Ne, Cedar Rapids, IA (52401) FAX (319)364-0935  
.....(319)364-6143

*(David M. Tigges, CLU)*

*ING*

### **Foster Financial Group**

17300 Preston Rd., Ste. 260, Dallas, TX (75252) FAX (972)661-5500  
.....(972)661-0101

[www.fosterfinancialgroup.com](http://www.fosterfinancialgroup.com)

*(Glen Cary; Larry Foster)*

*AIG; American General; American Natl.; Ameritas; Amerus; BC&BS; General American; Illinois Mut.; Lincoln Benefit; Union Central; UNUM/Provident.*

### **G & M Marine, Inc.**

1820 St. Charles Ave., Ste. 203, New Orleans, LA (70113)  
FAX (504)588-9397 .....(504)588-9044

[billtrufant@gmmarine.com](mailto:billtrufant@gmmarine.com), [www.gmmarine.com](http://www.gmmarine.com)

### **Gillingham & Associates**

8461 Turnpike Drive, #110, Westminster, CO (80030)  
FAX (303)428-5900 .....(303)428-5400

[tom@outdoorinsurance.com](mailto:tom@outdoorinsurance.com), [www.outdoorinsurance.com](http://www.outdoorinsurance.com)

*(Thomas S. Gillingham, Pres.; Thomas A. Gillingham, Exec. V.P.; Glenn Sudol, Underwrtg. V.P.)*

*Exec. Risk Indem.; Gulf Ins. Group; Legion Ins. Co.*

### **Goldencare USA, Inc.**

10700 County Rd. #15, Suite 450, Plymouth, MN (55441-6101)  
FAX (763)525-1977 .....(763)525-1111

[information@goldencareusa.com](mailto:information@goldencareusa.com), [www.goldencareusa.com](http://www.goldencareusa.com)

### **Greenwich Transportation Underwriters**

6 Cadillac Dr., Ste. 410, Brentwood, TN (37027) FAX (615)321-4543  
.....(800)488-8852

[wstein@gtu-ins.com](mailto:wstein@gtu-ins.com), [www.gtu-ins.com](http://www.gtu-ins.com)

*(Ward Stein, Pres.; Ben Armistead, Exec. V.P.; Gayle Ferguson, V.P.)  
Ace; Adriatic; AIG; Allianz; Canal Ins. Co.; Carolina Cas.; Chubb; CNA;  
Essex; Fireman's Fund; Hanover; Lexington; Lincoln Gen.; Maxum;  
Natl. Intertate; Northland; Occidental Fire & Cas.; Travelers; Undwrs.  
at Lloyds; Zurich.*

*Member: AAMGA.*

### **Groups Plus, Inc.**

199 Coon Rapids Blvd. N.W., #410, Coon Rapids, MN (55433)  
FAX (763)786-8892 .....(763)786-4372

*(Bruce Knapp)*

*BC & BS; GE; Guardian; Hartford; John Alden; Medico Health Partners;  
Principal; Reliance Standard; UNUM Provident.*

*Member: NALFA, MAHU, BBB, Metro North Chamber.*

# LOCAL INSURANCE COMPANY HOME OFFICES

## IOWA

- **ALGONA** —6,015— Kossuth Co.

**Pharmacists Mutual Ins. Co.**, 808 U.S. Hwy. 18 West, P.O. Box 370, (50511-0370) FAX (833)451-2787 .....(515)295-2461  
 Kirk M. Hayes, Chmn.; Edward J. Yorty, CEO/ Pres.; Jonathan C. Grether, COO; Kevin C. Banwart, CFO/ Treas.; Don McGuire, Sr. V.P./Gen. Counsel/Secy.; Richard Berke, Sr. V.P.; Shirley A. Pierson, Sr. V.P.- Underwriting; Thomas R. Goodrich, Sr. V.P.- Corp. Sales; Payl Luckman, Sr. V.P.- Sales & Mktg.; Shirley Pierson, Sr. V.P.- Underwriting

- **BURLINGTON** —27,208— Des Moines Co.

**Mutual Fire & Storm Ins. Co./ MFS Mutual Insurance Co.**, 365 W. Burlington Ave., (52601) .....(319)752-0966  
 Joseph Deal, Pres.; Robert Parmeter, Treas.; Mary Burkheimer, Underwriting Mgr.

- **CEDAR RAPIDS** —108,751— Linn Co.

**Transamerica Premier Life Insurance Co.**, 4333 Edgewood Rd., NE, (52499) FAX (319)355-2210.....(319)355-8511  
 Mark Mullin, Pres./CEO; Jay Orlandi, Exec. V.P.; Michael van Katwijk, Exec. V.P./CFO

**United Fire Group**, 118 Second Ave. SE, P.O. Box 73909, (52407-3909) FAX (800)974-0297 .....(800)553-7937  
 Randy Ramlo, CEO; Michael T. Wilkins, COO; Dawn Jaffray, V.P./CFO; Michael Sheeley, Corp. Mktg Dir.; Allen Sorensen, V.P./ Corp. Underwriting Mgr.; Matthew Schleier, Midwest Regional Mktg. Mgr.; Patrick Kane, Great Lakes Regional Mktg. Mgr.; Michael Enz, East Coast Regional Mktg. Mgr.

**United Life Insurance Co.**, 118 Second Ave., SE, P.O. Box 73909, (52407) FAX (888)726-9736.....(800)637-6318  
 Randy Ramlo, Pres.; Mike Broghammer, Chief Mktg. Officer

- **CLIVE** —7,462— Polk Co.

**NCMIC Insurance Co.**, 14001 University Ave., (50325) (515)313-4500  
 Dr. Wayne Wolfson, Pres.

- **COUNCIL BLUFFS** —54,315— Pottawattamie Co.

**Western Iowa Mutual Insurance Assn.**, 127 Pearl St., (51503) FAX (712)328-0129 .....(712)328-1823  
 John A. Paul, Pres. & Treas.

- **DAVENPORT** —95,333— Scott Co.

**Bitco General Insurance Corp.**, 3700 Market Square Circle, (52807) FAX (844)233-7299 .....(800)475-4477  
 Vince Lamb, President; Mark Jorgenson, Exec. V.P.; David Dupont, Exec. V.P.- Undwr.; Bruce Horack, Exec. V.P.- Claims  
 Subsidiary of Old Republic International Corp.

## LOCAL INSURANCE COMPANY HOME OFFICES

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### • DES MOINES — 193,187— Polk Co.

**American Republic Insurance Co.**, 601 6th Ave., P.O. Box 1, (50306)  
FAX (515)247-2435 .....(515)245-2000  
Michael Abbott, Chmn., CEO, & Pres.; Sarah Roy, Sr. V.P./CFO/Treas.;  
Mary Durand, Corp. Secy.; Tom Peterson, Sr. V.P. Administr.

**Continental Western Ins. Co.**, 11201 Douglas Ave., P.O. Box 1594,  
(50306) FAX (515)473-3015.....(515)473-3000  
Michael G. Connor, Pres.; Ami Hokomoto, V.P.- Sales & Mktg.  
Subsidiary of W.R. Berkley

**EMC Insurance Companies**, 717 Mulberry, P.O. Box 712, (50306)  
.....(515)280-2511  
Bruce G. Kelley, CPCU, CLU, Pres./CEO; Kevin J. Hovick, CPCU, Exec.  
V.P./COO; Ronald Jean, FCAS, MAAA, Exec. V.P.- Corp. Develop.;  
Mark E. Reese, CPA, CFO; Richard L. Gass, Sr. V.P.; Richard K.  
Schulz, Sr. V.P.

**Farmland Mutual Insurance Co./ Nationwide Agribusiness**, 1100 Locust  
St., Ste. 3000, (50391) FAX (515)508-3681 .....(515)508-3300  
Gary A. Douglas, Pres. & COO; Mark Jorgensen, V.P.- Finance/Treas.  
Subsidiary of Nationwide Mutual Insurance Co.

**Fidelity & Guaranty Life Insurance Co.**, Two Ruan Center, 601 Locust  
St., 14th FL., (50309) FAX (800)281-5777 .....(800)445-6758  
Chris Blunt, Pres./CEO; Eric Marhoun, Exec. V.P./ Gen. Counsel; John  
Fleurant, Exec. V.P./ CFO; John Phelps, Exec. V.P./ Chief Dist. Officer

**Homesteaders Life Company**, 5700 Westown Pkwy., P.O. Box 1756,  
(50306-1756) FAX (515)440-7695 .....(515)440-7777  
Steve Lang, Pres./ CEO; Steve Shaffer, COO; Steve Pick, Exec.  
V.P./CFO; Jim Koher, Exec. V.P./ Chief Actuary; Marla Lacey, Exec.  
V.P.- General Counsel; Lyndon Peterson, Exec. V.P.- Sales

**Medico Insurance Company**, 601 6th Ave., P.O. Box 10386,  
(50306-0386) FAX (402)496-8199 .....(800)228-6080  
Timothy J. Hall, Pres.; Patty Keairnes, CFO

**Merchants Bonding Co. (Mutual)**, 6700 Westown Pkwy., P.O. Box  
14498, (50306-3498) FAX (515)243-3854 .....(515)243-8171  
Larry Taylor, Chmn./Pres.; Bill Warner, Jr., COO/Corp. Secy.; Josh  
Penwell, Sr. V.P./Undwr.; Therese Wielage, V.P.- Mktg.

**Principal Financial Group**, 711 High St., (50392) FAX (515)248-3013  
.....(515)247-5111  
Dan Houston, Chmn./Pres./CEO; Deanna D. Strable, Exec. V.P./CFO;  
Beth Wood, Sr. V.P./ Chief Mktg. Officer

### • GRINNELL — 8,902— Poweshiek Co.

**Grinnell Mutual Reinsurance Co.**, 4215 Highway 146-S, P.O. Box 790,  
(50112-0790) .....(641)269-8000  
Jeff Menary, Pres./ CEO; Dave Wingert, Exec. V.P./ COO; Kurt Eaves,  
V.P.- Underwriting & Sales

### • JOHNSTON — 4,702— Polk Co.

**Agri General Insurance Co./ Rain & Hail Agricultural Ins.**, 9200  
Northpark Dr., Ste. 300, (50131) FAX (515)599-1101.(515)559-1100  
Steven C. Harms, Pres.  
Subsidiary of The Chubb Group of Insurance Companies

## LOCAL INSURANCE COMPANY HOME OFFICES

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### • LEMARS

**Le Mars Insurance Co.**, One Park Lane, P.O. Box 1608, (51031-1608)  
FAX (712)546-5485 .....(712)546-7847  
Donald H. Nikolaus, Pres./CEO; Kevin G. Burke, Exec. V.P./ COO  
Claims; Jeffrey Miller, Exec. V.P./CFO; Richard Kelley, Sr. V.P./ Head  
of Field Oper.; David Krenkel, V.P.- Mktg.  
Subsidiary of Donegal Mutual Insurance Co.

### • WEST DES MOINES —31,702— Polk Co.

**Athene Annuity & Life Assurance Co.**, 7700 Mills Civic Pkwy.,  
(50266) FAX (866)709-3922.....(888)266-8489  
Grant Kvalheim, Pres./CEO Athene USA

**Farm Bureau Financial Services**, 5400 University Ave., (50266)  
FAX (515)226-6587 .....(515)225-5400

**Farmers Mutual Hail Ins. Co. of Iowa**, 6785 Westown Pkwy., (50266)  
FAX (515)282-1220 .....(515)282-9104  
Ronald P. Rutledge, Pres./ CEO; Darin Roggenburg, CFO/ Exec. V.P.;  
Shannon Rutledge, Exec. V.P./ COO; Kevin Johnson, Sr. V.P.- Sales;  
Dave DeCapp, Sr. V.P.- Mktg.

**GuideOne Insurance Co.**, 1111 Ashworth Rd., (50265)  
FAX (515)267-5088 .....(515)267-5000  
Jessica Snyder, Pres./CEO; Elizabeth Sandersfeld, Sr. V.P./CFO; Rob  
Huber, Sr. V.P.- Sales & Field Oper.

**IMT Insurance Co.**, 7825 Mills Civic Pkwy., P.O. Box 1336,  
(50306-1336) FAX (800)289-4392 .....(800)027-4353  
Sean Kennedy, FCAS, MAAA, CPCU, Pres./ CEO; Rich Nauman, CPCU,  
V.P.- Mktg.

**Wadena Insurance Co.**, 4445 Corporate Dr., P.O. Box 1336, (50306)  
FAX (800)289-4392 .....(515)327-2777  
Subsidiary of IMT Insurance Co.

# IOWA AGENCIES

- **ACKLEY** — 1,696 — Hardin Co.

## **Ibeling Insurance Service & Realty**

605 Main St. (50601) FAX (641)847-3556 .....(641)847-3555  
 info@ibelinginsurance.com; www.ibelinginsurance.com

*(Jeffrey Frazier, Owner; Joan Frazier)*

*AAA; Allied; AmTrust; Auto-Owners; Cincinnati; Continental Western;  
 Coventry; Delta Dental; Farmers Mut. Hail; Genworth; Grinnell Mut.;  
 Illinois Mut.; Iowa River Mut.; MJ Kelly; Nationwide; North Star;  
 Pacific Life; Progressive; State Auto; United Healthcare; Wellmark.*

## **Phillips Stafford Insurance Group**

706 Main St. (50601) .....(641)847-9166  
 twedmore@phillipsstafford.com; www.phillipsstafford.com

*(Tommy Wedmore)*

*See main office in Urbandale for a complete list of carriers.*

- **ADEL** — 3,304 — Dallas Co.

## **LSB Insurance Service**

805 Main St. (50003) .....(515)327-9963  
 www.mylsb.com/insurance

*(Lori Brocka)*

*American Modern; CNA; EMC; Farmers Mut. Hail; FirstComp; Foremost;  
 Grinnell Mut.; Hastings Mut.; LeMars; Midwest Family Mut.;  
 Nationwide; Partners Mut.; Progressive; Rain & Hail; Safeco; State  
 Auto; Travelers; United Fire Grp.*

## **River Valley Insurance LLC**

819 Main St. (50003) FAX (515)993-2107 .....(515)993-3515  
 tbryte@rivervalleyins.net

*(James Unger; Tim Bryte)*

## **Weiser Insurance Services**

201 S. 9th St. (50003) FAX (515)993-5727 .....(515)993-1829  
 mike@weiserins.com; www.weiserins.com

*(Mike Weiser; Chris Weiser)*

*Accident Fund; Acuity; Agri-Services Agency; American Modern;  
 AmTrust; FirstComp; Integrity; Iowa Mut.; LeMars; MCM; Nationwide;  
 PA Lumbermens Mut.; Pekin; Progressive; Travelers; United Fire Grp.*

- **AKRON** — 1,450 — Plymouth Co.

## **Security National Insurance Agency**

251 Reed St. (51001) FAX (712)568-2113 .....(712)568-2442  
 snia@snbonline.com; www.snbonline.com

*(Curt L. Harris)*

- **ALBIA** — 3,870 — Monroe Co.

## **Crawford Insurance**

10 S. Main St. (52531) FAX (641)932-2110 .....(641)932-2110  
 christine@crawfordiowa.com; www.crawford-insurance.com

*(Christine Wilson, Owner/Agr.)*

*Allied/Nationwide; NAU Country; Progressive; RCIS; Wellmark BC/BS.*

## **Insurance World Agency**

926 4th Ave. E. (52531) .....(641)932-7557  
*(Kim R. Howie, Owner)*

## **Summers Insurance**

13 Benton Ave. E., P.O. Box 608 (52531) FAX (641)932-7704  
 .....(641)932-7163

scarlett@summersins.net; www.summersins.net

*(Scarlett Summers, V.P.)*

## IOWA AGENCIES

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### • ALBURNETT

—456—

Linn Co.

#### **Neighbor Insurance**

113 N. Main St., P.O. Box 177 (52202) FAX (319)842-2340  
.....(319)842-2340  
patty@neighborinsurance.com; www.neighborinsurance.com  
(Patty Anderson)

See main office listing in Hiawatha, IA for a complete list of carriers.

### • ALGONA

—6,015—

Kossuth Co.

#### **Central Financial Group**

111 E. Call St. (50511) .....(515)295-7748  
doug.marlow@centralfinancialgroup.com;  
www.centralfinancialgroup.com

(Douglas Marlow, Pres.; Tom Vautier, Partner)

*Accordia Life; Athene; Auto-Owners; Bristol West; Chubb; Cincinnati;  
Continental Western; Dairyland; EMC; Farmers Mut. Hail; Fidelity  
Natl.; Fireman's Fund; FirstComp; Foremost; Genworth; Hagerty;  
Illinois Mut.; John Hancock; Lincoln Financial; Midwest Family Mut.;  
Nationwide; North American Life; North Star Mut.; Philadelphia;  
Principal Financial; ProAg; Progressive; Prudential; Secura; Selective;  
SFM; Society Ins.; Titan; Transamerica; United Fire Grp.; USLI; Voya;  
West Coast Life; Wright Flood.*

#### **Farm & Home Insurance**

220 E. State St., P.O. Box 519 (50511) FAX (515)295-5402  
.....(515)295-2401  
jmuller@farmhomeservices.com; www.farmhomeservices.com

(Joe Muller)

#### **Helmerts Insurance Agency**

420 E. Call St. (50511) FAX (515)295-5146 .....(515)295-6969  
jerry@helmertsins.com

(Jayson Helmerts, Pres.; Jerald Helmerts)

#### **PMC Advantage Insurance Services, Inc.**

808 US Hwy. 18 W, P.O. Box 370 (50511) FAX (515)295-9306  
.....(515)295-2461  
pmc.advantage@phmic.com; www.pmca.agency

(Edward J. Yorty, FCAS, MAAA, Pres.)

*1st Auto; Acuity; Aflac; American Collectors; American Modern;  
ARMTech; Auto-Owners; Burns & Wilcox; Chubb; Concorde General;  
CWG; EMC; Farmers Mut. Hail; Farmers Mut. Ins.; First Comp;  
Foremost; Genworth; Golden Rule; Great American; Great West Cas.;  
Grinnell Mut.; Hagerty; Hartford; Heartland Mut; Hull & Co.; Humboldt  
Mut.; IMT Ins. Group; Iowa Mut.; Jewelers Mut; Kansas City Life;  
MetLife; Midwest Family Mut.; Nationwide; NAU County; Pharmacists  
Mut.; Principal Financial; ProAg; Progressive; RPS; State Auto; TNBC;  
Transamerica; Travelers; Truckers Ins.; United Fire Grp.; United  
Healthcare; Victoria; VPI Pet Ins.; Wellmark BC/BS; Wright Flood.*

#### **PMC Advantage Insurance Services, Inc.**

219 E. State St., P.O. Box 500 (50511) FAX (515)295-4373  
.....(515)295-9433  
deb.plathe@phmic.com; www.pmca.agency

(Deb Conway-Plathe)

See main office listing in Algona, IA for a complete list of carriers.

### • ALLISON

—1,000—

Butler Co.

#### **Landers-Ulfers Insurance**

317 N. Main St. (50602) FAX (319)267-9909 .....(319)267-2672  
luagency@netins.net

(Milton Ulfers)

*Allied; Butler County Mut.; FirstMaxfield; Grinnell.*

## IOWA AGENCIES

- **ALTA** — 1,820— Buena Vista Co.

### **Drzycimski-Black Insurance**

212 S. Main St. (51002) FAX (712)200-2603.....(712)200-2010  
(Dustin Drzycimski; Victoria Drzycimski-Black)

### **GOES Insurance Services, Inc.**

214 S. Main St. (51002) FAX (712)284-1601.....(712)200-4637  
mark@goesins.com; www.goesins.com

(Keila Glienke, Pres.)

Allied; Auto-Owners; Concorde Gen.; Continental Western; EMC;  
Farmers Mut. Hail; FirstComp; IMT; Nationwide; North Star Mut.;  
Producers Ag; Progressive; State Auto; United Fire & Cas.; Wellmark  
BC/BS; West Bend Mut.

### **Heritage Financial Services**

202 Main St. (51002) .....(712)373-9721  
www.heritagebankna.com/insurance

(Doug Svendsen)

AAA; Century Mut.; Concorde General; EMC; Farmers Mut. Ins.;  
Farmers Mut. Hail; Fireman's Fund; IMT Grp.; Iowa Bankers Ins.;  
MetLife; Progressive; United Fire & Cas.; Wadena.

- **ALTA VISTA** Chickasaw Co.

### **Peoples Insurance Agency / Alta Vista Insurance**

105 S. White Ave. (50603) FAX (641)364-4835.....(641)364-4835  
www.peoples-insurance.com

- **ALTON** — 1,063— Sioux Co.

### **Community Insurance**

210 10th St. (51003) FAX (712)756-4090.....(712)756-4083  
communityins@midlands.net; www.communityinsurance-iowa.com

(Brenda Richardson)

Auto-Owners; EMC; Grinnell Mut.; IMT; Nationwide; Northwest Iowa  
Mut.; Progressive; QBE/NAU.

- **ALTOONA** — 7,191— Polk Co.

### **Insurance Management Group**

208 8th St. S.E. (50009) FAX (515)967-7051.....(515)967-3761  
insurit@insmgmtgrp.com; www.insmgmtgrp.com

(Quentin Childs)

Dairyland; EMC; IMT; Liberty Mut.; MetLife; Midwest Family Mut.;  
Progressive; Safeco; Sagamore.

### **Insurance Station**

116 2nd St. S.E. (50009-1810) FAX (515)967-2165....(515)967-0489  
jared.vincent@insurancestationinc.com; www.insurancestationinc.com

(Jared Vincent, Pres.; Julie Vincent; Travis Vincent)

AAA; Acuity; Allied; American Modern; Assurant Health; Auto-Owners;  
CNA; Coventry Health; Dairyland; Grange Life; Hagerty; Hartford;  
Integrity; LeMars; Mendota; Old Republic; Pekin; Principal;  
Progressive; Rain & Hail; State Auto; Travelers; Truckers; United Fire;  
Wellmark; Westfield; West Bend.

### **Middendorf Insurance Associates, Inc.**

517 8th St. SE (50009) FAX (515)967-6018.....(515)967-4427  
bpuffett@middendorffins.com; www.middendorffins.com

(Bill Puffett, V.P.)

Assurant; Chubb; EMC; EMC Natl. Life; IMT/Wadena; Midland Natl.  
Life; Nationwide; Philadelphia; Progressive; Travelers; Wellmark  
BC/BS; West Bend.

## IOWA AGENCIES

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### • ALTOONA (Cont.)

#### Phillips Stafford Insurance Group

809 8th St. SW (50009) .....(515)978-9006  
jstafford@phillipsstafford.com; www.phillipsstafford.com

(Josh Stafford)

See main office in Urbandale for a complete list of carriers.

### • ALVORD

—204—

Lyon Co.

#### Boer Insurance

215 N. Main St. (51230) .....(712)473-2299

(Jason Boer)

### • AMANA

Iowa Co.

#### Amana Insurance Agency

4304 220th Trail, P.O. Box 189 (52203) FAX (319)622-3047

.....(319)622-3535

insurance@amanas.net

(Bruce Eichacker)

Allied Group; Cincinnati Life; Foremost Ins. Co.; Progressive; State  
Auto; Transamerica Occidental Life; United Fire Grp.

### • AMES

—47,198—

Story Co.

#### Ann's Insurance, Inc.

118 Main St. (50010) FAX (515)232-2188 .....(515)232-5501

annsinsurance@aol.com; www.annsinsurance.com

(Ann T. Webb)

Boone Farmers; Dairyland; Concorde Gen.; Grinnell Mut.; Merchants  
Bonding; Progressive; United Mut.

#### Brown Insurance Services

327 Sixth St. (50010) FAX (515)292-2205 .....(515)292-2171

bruce@brownagencyiowa.com; www.brownagencyiowa.com

(Bruce Brown, CIC, Pres.)

#### Knapp-Tedesco Insurance

627 Main St. (50010) .....(515)232-7060

steve@knapptedesco.com; www.knapptedesco.com

(Steve Goodhue, Pres./Owner)

Amerisafe; Auto-Owners; Cincinnati Ins.; Columbia; Donegal; EMC;  
Foremost; Hartford; Humana; IMT; Integrity; MiddleOak; Mutul of  
Omaha; Penn Natl.; Progressive; Safeco; SEM; Society; Travelers;  
United Healthcare; Wellmark BBC/BS; West Bend.

#### Severson Insurance, Inc.

205 Clark Ave. (40010) FAX (515)232-7451 .....(515)232-7203

tseverson@seversoninsurance.com; www.seversoninsurance.com

(Tim Severson, Pres.)

Accident Fund; Auto-Owners; Celina; Dairyland; Iowa Mut.; Merchants  
Bonding; Progressive; SPRISKA.

#### Triplett Insurance

323 5th St. (50010) FAX (515)232-3093 .....(515)232-5240

secretary@triplettcompanies.com; www.triplettcompanies.com

(Dennis Wetzal; Kealy McCarty)

#### TrueNorth Insurance & Financial Strategies

1416 Buckeye Ave. (50010) FAX (515)232-6236 .....(515)232-6001

dknutson@truenorthcompanies.com; www.truenorthcompanies.com

(Dan Knutson)



## IOWA AGENCIES

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- **ANAMOSA** —5,100— Jones Co.

**Stewart Insurance, Inc.**

201 Old Dubuque Rd. (52205) FAX (319)462-3592.....(319)462-3591  
scott@lisboninsurance.com; www.lisboninsurance.com  
*Auto-Owners; Eastern Iowa Mut.; EMC; Great American; IMT;  
Pekin; United Fire Grp.; West Bend.*

**Wapsi Insurance Services/ Insurance Headquarters**

201 Old Dubuque Rd., P.O. Box 48 (52205) FAX (844)242-2403  
.....(319)462-2289  
angela@wapsi-ins.com; www.wapsi-ins.com  
*(Angela Winekauf)*  
*Allied; BC/BS; Castle Grove; Grinnell Mut.; Heritage Mut.; IMT Grp.;*  
*Iowa Mut.; Nationwide; Progressive; United Life.*

**Weers Insurance Agency, Inc.**

900 E. 3rd St., P.O. Box 78 (52205) FAX (319)462-4174  
.....(319)462-4188  
*(Gary Weers)*  
*Allied Group; Employers Mutual Casualty; Great American; LeMars;*  
*Progressive.*

- **ANITA** —1,068— Cass Co.

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Chris Karns, Pres.

Kipp Harris, V.P.

### **BROCKER, KARNS & KARNS, INC.**

(712)762-4191  
FAX (712)762-4227  
e-mail: anita@brockerkarns.com  
website: www.brockerkarns.com

104 Chestnut St.  
Anita, IA 50020

AAA; Acuity Ins. Co.; Adair Co. Mut.; Allied Ins.; American Modern;  
ASI; Auto-Owners; Berkshire Hathaway; Burns & Wilcox; Columbia Ins.  
Group; Concorde; Continental Western; Dairyland; Danish Mut.;  
Employers Mut.; Farmers Mut. Hail; Foremost; Hartford; Hastings Mut.;  
Illinois Cas. Ins. Co.; IMT; Markel; Merchants Bonding; Partners Mut.;  
Pekin; Progressive; Ringwalt & Leische; RPS; Scobie Group; State Auto;  
Truckers; UIG; United Church Ins. Board; Wadena Ins. Co.

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- **ANKENY** —18,482— Polk Co.

**Adamson Insurance & Associates, Inc.**

1450 SW Vintage Pkwy., Ste. 220 (50023) FAX (515)965-2037  
.....(515)965-5552  
www.adamsoninsurance.com  
*(Mike Adamson, Pres.; Erin Schuller)*  
*AAA; Berkshire Hathaway/Guard; Cameron; Celina; First Comp;*  
*Foremost; Hartford; Integrity; MetLife; Progressive; Safeco; Selective;*  
*SFM; Travelers; West Bend.*

## IOWA INDEPENDENT ADJUSTERS

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- **DES MOINES (Cont.)**

**Mid-America Company**

2900 Justin Dr., Ste. 1 (Urbandale 50322) FAX (515)226-9600  
.....(515)226-9600

info@midamericaco.com

www.midamericaco.com

*Fire & Allied Lines, General Liability, Property Damage, Utilities Division,  
Accident Reconstruction, Expert Witnesses, Nationwide Catastrophe  
Services*

- **IOWA CITY**

—59,738—

Johnson Co.

**Frontier Adjusters**

P.O. Box 1567 (Davenport 52809) FAX (888)288-9042

.....(888)288-2389

iowacity@frontieradjusters.com

*Multi Line. Commercial & Residential Property, Mobile Home, Farm  
Liability, Heavy Equipment, Transportation/ Cargo, Marine Surveyors,  
Professional Liability, E & O, Bond Losses, Environmental, Products  
Liability, Auto, Fire & Causation, Aircraft Liability, Workers'  
Compensation, Equestrian Claims*

- **MASON CITY**

—29,040—

Cerro Gordo Co.

**Eastern Iowa Claims**

P.O. Box 817 (50402-0817) FAX (641)424-6625 .....(641)424-2119

sbennic@iowatelecom.net

www.easterniowaclaims.com

*Casualty, Auto Physical Damage and Liability, General Liability,  
Agriculture, Worker's Compensation, Physical Damage Appraisals on  
Auto, Heavy Equipment, Long Haul Trucks, Mobile Homes,  
Motorcycles, Homeowners, Fire (Resid., Small & Large Comm.),  
Burglary, Theft, Business Interruption, Boats, Dram Shop*

- **SIOUX CITY**

—80,505—

Woodbury Co.

**Custard Insurance Adjusters, Inc.**

P.O. Box 1826 (51102) FAX (712)277-0183 .....(712)277-5994

siouxcity.ia@custard.com

www.custard.com

*Our multi-line capability includes expertise in all lines of coverage  
including commercial transportation, personal and commercial  
automobile, general liability, property, professional liability,  
catastrophe, inland and wet marine, product liability, construction  
defects, and hazardous/environmental claims.*

# MINNESOTA INDEPENDENT ADJUSTERS

- **ALEXANDRIA** —7,838— Douglas Co.

**Viking Adjusting Service, Inc.**  
P.O. Box 573 (56308) FAX (320)762-8711 .....(320)762-1547  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **BEMIDJI** —11,245— Beltrami Co.

**Viking Adjusting Service, Inc.**  
P.O. Box 743 (56601) FAX (218)751-8142 .....(218)751-1910  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **BRAINERD** —12,353— Crow Wing Co.

**Custard Insurance Adjusters, Inc.**  
P.O. Box 8 (56401) FAX (218)829-2535 .....(218)829-2486  
brainerd.mn@custard.com  
www.custard.com  
*Our multi-line capability includes expertise in all lines of coverage  
including commercial transportation, personal and commercial  
automobile, general liability, property, professional liability,  
catastrophe, inland and wet marine, product liability, construction  
defects, and hazardous/environmental claims.*

**Viking Adjusting Service, Inc.**  
P.O. Box 684 (56401-0684) FAX (218)829-3259 .....(218)829-8887  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **CAMBRIDGE** —5,094— Isanti Co.

**Frontier Adjusters of Cambridge**  
P.O. Box 28128 (Oakdale 55128-0128) FAX (651)770-5857  
.....(651)773-9308  
fronadjcamb@msn.com  
www.frontieradjusters.com  
*FASP LLC consists of four offices: Saint Paul, Cambridge, Hastings &  
Rochester, MN, providing coverage throughout the state of Minnesota  
and Western Wisconsin. Our adjusters handle liability invest/auto  
invest, heavy equipment and commercial vehicle appraisals, cargo  
claims, boat appraisals, and scene investigations. Our offices use the  
latest versions of Xactimate, Audatex & Truckwriter for all property  
and vehicle estimates/appraisals.*

- **DETROIT LAKES** —6,635— Becker Co.

**Viking Adjusting Service, Inc.**  
( ) FAX (218)532-2285 .....(218)532-2280  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

## MINNESOTA INDEPENDENT ADJUSTERS

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- **DULUTH** —85,493— St. Louis Co.

**Viking Adjusting Service, Inc.**

( ) FAX (218)628-3156 .....(218)628-1525  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **HIBBING** —18,046— St. Louis Co.

**Viking Adjusting Service, Inc.**

P.O. Box 675 (55746-0675) FAX (218)263-8115 .....(218)263-8397  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **MANKATO** —31,477— Blue Earth Co.

**Viking Adjusting Service, Inc.**

( ) FAX (507)387-5362 .....(507)387-4426  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **MINNEAPOLIS** —368,383— Hennepin Co.

**Custard Insurance Adjusters, Inc.**

3300 County Rd. 10, Ste. 101 (Brooklyn Center 55429)  
FAX (651)631-1515 .....(763)566-4485  
minneapolis.mn@custard.com  
www.custard.com  
*Our multi-line capability includes expertise in all lines of coverage  
including commercial transportation, personal and commercial  
automobile, general liability, property, professional liability,  
catastrophe, inland and wet marine, product liability, construction  
defects, and hazardous/environmental claims.*

**Viking Adjusting Service, Inc.**

( ) FAX (763)493-9632 .....(763)493-9631  
stcloud@vikingadjusting.com  
www.vikingadjusting.com  
*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds,  
Physical Damage Appraisals*

- **ROCHESTER** —70,745— Olmsted Co.

**Custard Insurance Adjusters, Inc.**

P.O. Box 533 (Owatonna 55060) FAX (507)288-5445.(507)288-3123  
rochester.mn@custard.com  
www.custard.com  
*Our multi-line capability includes expertise in all lines of coverage  
including commercial transportation, personal and commercial  
automobile, general liability, property, professional liability,  
catastrophe, inland and wet marine, product liability, construction  
defects, and hazardous/environmental claims.*

## MINNESOTA INDEPENDENT ADJUSTERS

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- **SAINT PAUL** —272,235— Ramsey Co.

**Frontier Adjusters of St. Paul**

6875 Stillwater Blvd., P.O. Box 28128 (St. Paul 55128)  
FAX (651)770-5857 .....(651)770-5985  
fronadjstp@msn.com  
www.frontieradjusters.com

*FASP LLC consists of four offices: Saint Paul, Cambridge, Hastings & Rochester, MN, providing coverage throughout the state of Minnesota and Western Wisconsin. Our adjusters handle heavy equipment and commercial vehicle appraisals along with conducting activity checks, cargo claims, boat appraisals and scene investigations. Our offices use the latest versions of Xactimate, Audatex & Truckwriter for all property and vehicle estimates/appraisals.*

- **THIEF RIVER FALLS** —8,010— Pennington Co.

**Viking Adjusting Service, Inc.**

( ) FAX (218)681-7795 .....(218)681-7294  
stcloud@vikingadjusting.com  
www.vikingadjusting.com

*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds, Physical Damage Appraisals*

- **WILLMAR** —17,531— Kandiyohi Co.

**Viking Adjusting Service, Inc.**

( ) FAX (320)693-2592 .....(320)693-2076  
stcloud@vikingadjusting.com  
www.vikingadjusting.com

*Casualty, Auto, Workers' Compensation, Fire, Inland Marine, Bonds, Physical Damage Appraisals*

**Is Your Company/Agency  
NOT included?**



*- or -*

**Do you have a change of information?**

PLEASE PROVIDE US WITH:

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Address: \_\_\_\_\_

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