

Celebrating Five & Ten Years Anniversaries



Lisa Reynolds, Brokerage Underwriter and Adrienne Lindsey, Commercial Agriculture Underwriter recently celebrated their ten year anniversaries with TAGA. Danny DeLeon, IT Support/Communications, recently celebrated his five year anniversary. Photo: (Left to Right) Richard Salley, Partner, Cindy Yurkovich, Partner, Lisa Reynolds, Danny DeLeon, Adrienne Lindsey, Anita Herzog, Partner, and Bart Koch, Partner.

Transportation News

We have some good news in our transportation department. We can now write Truckers for Hire with a radius of operations up to 500 miles. In the past, we had a radius limitation of 300 miles. In addition, we can now offer the auto and cargo on a single policy.

can even write cargo coverage on livestock.

We would love to hear from you. Call your underwriters, Vivian Escalante at (877) 224-3464 and Charity Dickehut at (866) 214-4160



Speaking of cargo, we have several markets, both admitted and non-admitted markets. We

How to reach our staff:

www.taga1.com
then click on
"People to Know"

Markets:
www.taga1.com
then click on
"Markets"

Top 10 Agents

1st Quarter of 2009:

Anco Ins of Bryan/College Station

Apex Ins Agency, Inc.

Extraco Insurance

GSM Insurors

IBC Insurance Agency

John Powter Ins Agency, Inc.

Roach, Howard, Smith & Barton – Dallas

Texas Associates Insurors Agency

TWFG

W.M. Jones & Company



Five Things to Remember for Farm and Ranch Customers in a Soft Economy

By Anita Herzog, Farm and Ranch Department Manager

1. Make sure your clients are covered.

Have they added new activities recently? In many cases, farmers will implement agritourism or retail outlets in order to generate additional revenue. These should have separate coverages to protect their total interests.

2. Do they have proper coverage?

If they've liquidated or added some of their assets, such as additional tractor and other equipment, now's a good time to look at their coverage. Are structures adequately covered for their rebuild costs? Are there times of the year when additional coverage may be needed? Keep in mind, TAGA can also package personal umbrellas for your farm and ranch clients.

3. Are you sure they're getting the best rate?

TAGA shops your submission between up to five A Rated Admitted markets, getting you the best value possible with no extra effort on your part. Also, we're happy to provide various options for you, for example, deductible options, valuations and operations.

4. Don't sacrifice service for price.

At TAGA, we believe in combining competitive pricing with quality service and we only work with markets that provide the same standards. We pride ourselves on our quick turnaround, giving you the answers you need when you need them.

5. Work with an MGA and Carriers who know Farm and Ranch

We pride ourselves on our vast knowledge of Farm and Ranch products, and have the markets to provide you with options. What this means for you is that if you have a situation that seems out of the ordinary, chances are we've seen it and can provide you with the best option out there.

Contest Winners

Congratulations to all our recent winners!

January – Pizza Party: In January, contestants had a chance to win a pizza party for their office by filling out an entry form. Winners chose where they wanted their pizzas delivered from.



Week 1's Winner: Kelly Yanez with The David Nix Agency!
 Week 2's Winner: Craig Belmont with Summit Insurance Group!
 Week 3's Winner: Liz Yoder with Raptor Insurance Services!
 Week 4's Winner: Alfonso Gallardo with AIA Inc!
 Monthly Winner: Nell Christmas with Jack Hollister Insurance Agency!



Pizza Party Photo – Jack Hollister



In the group picture: (L-R) Teresa Hollister, Lane Hollister, Gabby Daley, Nell Christmas, Elly Hollister & Jack Hollister(sitting).

February – Fantastic February: Contestants were entered into a drawing to win \$50 or \$100 from TAGA each time they sent in a submission. No extra steps were necessary, one submission, one entry. It was a simple as that.

Week 1 Winners :

Michael Lavelle - Desert West Insurance Agency - \$50
 Cathy Rauschuber - Luhn-McCain Insurance Agency - \$50

Week 2 Winners:

Brian Lewis – Blanken Agency - \$50
 Rita Caton – Turpin & Turpin -\$50

Week 3 Winners

Bill Flores – William D Florez Ins Services - \$50
 Garry Risinger- Gary Risinger Ins - \$50

Week 4 Winners

Fernando Cerra - Cerra Insurance Agency, Inc. - \$50
 Michael Lansford - Independent Insurance Counselors - \$50

Monthly Winner

Donna Whittenburg - Trimble-Batjer Insurance Associates, LLP - \$100



March – Spring into Submissions: Same rules as February Contest

Week 1 Winners :

Mary Anna Groves – Grona Boles Insurance - \$50
 Connie Gilloth – TWFG - \$50

Week 2 Winners

Shirley Anderson – Employer’s Comp Associates - \$50
 Pat Kopecky – Meadows-Fisher & Cleere - \$50

Week-3 Winners:

Tammie L Burns – John D Williams Company - \$50
 Jamie Irvin – Fitzhugh Insurance & Bonds - \$50

Week- 4 Winners:

Minnie Pena – Ideal Insurance Services, Inc. - \$50
 Bert Roanhaus – SIG/Bert Roanhaus - \$50

Winner – 5 Winners:

Verna Beth Borrow – Canadian Insurance Agency -\$50
 Liz Comiskey – Comiskey Capital Insurance - \$50

Monthly Winner:

Mark Collier – Prairie Insurance - \$100



What We've Been Writing Lately

Brokerage

Builders Risk - IM	\$ 24,150
Crane & Riggers - IM	\$ 81,834
Oil & Gas Service Contractor - GL	\$ 15,550
Welding & Machine Shop - GL	\$ 18,660
Mobile Home Park - Pkg	\$ 26,883
Nursing Home - Prop	\$ 21,630
Metal Goods Mfg. - Prop	\$ 35,500

Transportation

Body Shop - Garage	\$ 6,051
Day Care - Auto	\$ 786
Church - Auto	\$ 1,233
Mobile Repair- Garage	\$ 933
Contractor Equip. -IM	\$ 1,751

GL/Property/Package

Excavation Contractor - GL	\$ 20,000
Roof Contractor - GL	\$ 18,000
Sport Bar - Pkg	\$ 4,320
Mattress Sales - Pkg	\$ 5,994
Oilfield Welding Fabrication - GL	\$ 6,000

Allied Medical/Professional/Pollution

Lawyer – E&O	\$ 41,763
Insurance Agent – E&O	\$ 20,291
Adoption/Foster Placement – Allied Med.	\$ 12,000
Environmental Consultation – E&O	\$ 7,640
Non-Profit Property Owners Assoc. – D&O	\$ 1,254

Workers Compensation

Sign Mfg	\$ 6,662
Lawn Maintenance	\$ 939
Carpentry	\$ 6,269
Plumber	\$ 92,482
Machine Shop	\$ 13,514
Trucker	\$ 11,433

FRO/Agri. Exposure/Personal Umbrella

Cotton Gin – Pkg	\$ 7,500
Auction Barn - Pkg	\$ 10,000
Hunting - GL	\$ 1,500

Admitted Transportation

Metal Dealer	\$29,735
Consultant	\$ 1,312
Contractor	\$ 1,327
BOP for Appliance Store	\$ 1,503
BOP for Jewelry Store	\$ 587

Getting to Know us



Vicki Lynch

Tell us about yourself? I have worked in the insurance industry since 1982. I worked in personal lines (automobile, mobile homes, motor homes, motorcycles); then commercial long-haul trucking and transportation. I started with TAGA in April 2008 in the Farm & Ranch Department & then transferred to the Transportation Department.

What's your favorite movie? I really don't have a favorite movie. I like almost any movie.

What do you like to do when not at TAGA? We enjoy RV'ing/camping, the beach is our favorite place to go & we enjoy NASCAR racing.

If you were an animal what would you be? Probably a dog since we have adopted three stray dogs and they have a pretty good life and are spoiled rotten.



Susan Fortner

Tell us about yourself? I have been married for over 37 years . I am a mother of two sons with 4 grandchildren. I have three grand daughters and one grand son from Russia. My oldest son is in the Military and will be heading for Iraq later this month. My youngest son works for Dell Computers. My insurance career has mostly been on the agency side for over 25 years, but I sure enjoy it here at TAGA!

What's your favorite movie? My favorite movie of all times is Peter Pan. I always enjoyed it as a child and I love the idea that I will never grow up!

What do you like to do when not at TAGA? When I am not working at TAGA, I am enjoying our church with all the activities that we have going on there. I sing in the choir and with our Praise Team. There is a local group of Singing Women of Texas that I sing with every month.

I recently lost my two dogs, but I've replaced them and now have two new puppies.

If you were an animal what would you be? I guess I would be a hummingbird. They are so small, yet so full of energy. They sure enjoy life!

Other likes and hobbies: My other hobbies are RVing, sewing and playing with those grandchildren I mentioned.

Golf, Golf, Golf...

It's definitely Spring, and with that comes perfect golf weather. Join us at one of several Golf Tournaments we're sponsoring in around Texas.

April 2nd

Insurance Women of San Antonio
Canyon Springs Golf Club
<http://www.iwsatx.com/>

April 20th

Austin Association of Insurance Professionals
Avery Ranch Golf Club
www.aaip.info/

May 4th

Independent Insurance Agents of Tarrant County
Hawk's Creek Golf Course
www.iiatarrant.com

May 12th

Independent Insurance Agents of the Coastal Bend
Insurance Associates of Corpus Christi
Northshore Country Club
http://www.iiat.org/mx/hm.asp?id=la_coastal

May 20th

Independent Insurance Agents of Central Texas
Cottonwood Creek Golf Course
http://www.iiat.org/mx/hm.asp?id=la_central

Congratulations Connie Hatch

Connie Hatch, Professional Lines Underwriter with TAGA, recently won AAIP's Newsletter Naming Contest. The Austin Association of Insurance Professionals (AAIP) decided it was time for a name change to reflect their mission of community involvement. The new name suggested by Connie is the "AAIP Community Connection."

Connie has been involved with AAIP for over 20 years and served as President in 2004 and 2005. She routinely is involved in event planning, such as their Annual Golf Tournament fund raiser and Adopted Elementary School program. For more information on AAIP, visit them on the web at <http://www.aaip.info/>.

Staff News

TAGA welcomes Rob Starcher. Rob joined TAGA with over 15 years of experience in various financial services industries, primarily in marketing, advertising and public relations roles. He is the currently the Marketing Director. He enjoys spending his free time outdoors



Contest



Photo courtesy of Bethany Barnett,
TAGA policy tech

Give us a caption!

Your caption will be voted on by TAGA employees. The winner will receive 2 TAGA blankets, great for picnics and bbqs. Send entry to marketing@taga1.com