

RIC REPORT 2006

RIC Insurance General Agency, Inc.

Gary's Message

This is a great time of year. We welcome the spring and summer seasons. The weather is great. These seasons bring fun, vacations and an opportunity to get out into the outdoors! Here at RIC, we are also excited about this time of year! We have big plans for the summer and fall and hope that you will be along for the ride with us.



Gary Kitchen
President

We are experiencing the effects of a soft market as business moves from the Excess and Surplus Lines arena back towards the Admitted markets. This soft market cycle is "more soft" than I think anyone anticipated. With the storms of last year, many thought that the market might harden again, however, with abundant capital in the industry, it did not occur. Our average premiums are down because rates are falling, and our policy count is down as more policies are placed with the Admitted markets. Additionally, some carriers were not even impacted by the storms in the Gulf. However, July reinsurance renewals may bring a bit of a change as the capital that was plentiful last year has been fully utilized. We appreciate your willingness to stick with us during this market cycle. What is RIC doing to "stay in the game" during this time?

In my previous newsletter article, I made mention of our three offices that allow us to be closer to you. Additionally, we are out attempting to find new products that we will be able to offer to you. We hope to make an announcement in the next couple of months of new offerings from RIC! We will also be out asking you for your business and what we can do to better serve you. You may have already been contacted by an RIC Underwriter checking in to see if there is more that we can do for you.

We will be attending the Latin American Agents Convention in Long Beach, June 8-11 and the Alliance of Insurance Agents and Brokers Conference & Expo, September 27-October 1. We look forward to seeing you there! Please drop by and visit our booth!

As always, please feel free to contact me with your input and feedback at anytime at the office (714-505-8210), on the cell phone (714-519-4545) or by email (garyk@ric-ins.com).

Thanks again for the business and have a great summer!

Gary

Transportation Services Program

If you're looking for a monoline General Liability or Package program for non-emergency vehicle transport of persons including limousine services, airport shuttles and taxi-cab companies – call RIC! The ideal risks for this program would have less than 25 vehicles and a single vehicle capacity of less than 15 passengers; although those risks exceed-



ing the ideal will be considered. Carrier is non-admitted with an A.M. Best rating of A+15. Flat charge up to 5 vehicles for Monoline General Liability limits of \$1,000,000 per occurrence/\$2,000,000 aggregate is \$1,500.00 (lower flat charge for lower limits also available, premium increases over 5 vehicles). According to Teresa Spraggins, "we are all very excited about adding this new program and welcome any questions." Use Transportation Services Supplemental Application available at www.ric-ins.com along with Acords.

ric-ins.com

Have you visited our updated website lately? We've filled it with news about what we can offer and made the applications and supplements downloadable for your convenience. Go to our site and check out how easy we've made it for you to write with us!

Toll Free Phone: (800) 310-1303

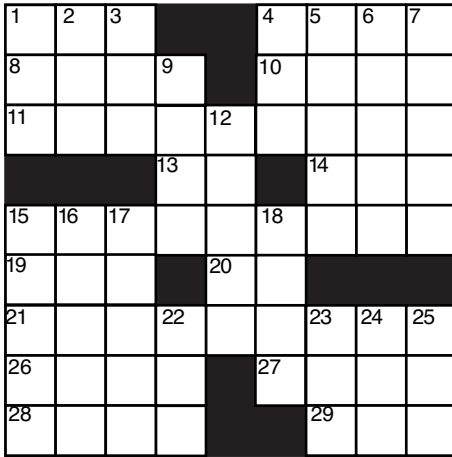
Toll Free Fax: (800) 842-3076

AutoFax: 1/800/439-9319

Mailing address: P.O. Box 2406, Tustin, CA 92781
CA Ins. License #0482919



May Days



Across

1. "Rocky III" Actor
1. Greek Letter
8. Drying kiln
10. Soon
11. "Austin Powers" actor b. 5/25/63
13. Spanish article
14. Map abbr,
15. "Just the Way You Are" singer b. 5/9/43
19. Harem room
20. Exist
21. "Lillian Russell" actress b. 5/5/15
26. Nevada city
27. Fido's bane
28. Actor/comedian Carey b. 5/23/61
29. Actress Carroll b. 5/5/27

Down

1. May 9th honoree
2. Thailand measure
3. Exclamation of annoyance
4. Hound's howl
5. January; Spanish
6. Rich cake
7. Photographer Adams
9. Relate
12. Perhaps
15. Plank
16. Lazy person
17. Singer Frankie
18. Comic Foxworthy
22. Female elephant
23. Swiss peak
24. Affirmative vote

Need the answers?
Call Gail, Ext. 211

We're Ready to Write

Please remember that we're here and our markets are ready to write your risks for:

- Apartments
- Contractors
- Artisan
- Mercantile

We can offer you good rates and fast service on these risks. Please remember to give us an opportunity to quote on your next risk.

Recently Quoted

Here are some samples of the risks our Department has recently quoted. You can see we can go with the very small to the large. Please give us an opportunity to bid on your next risk!

Risk	Coverage	Limits	Premium
Company Picnic	General Liability	\$1/\$2MM	\$400
Plastic Trunk Liner Mfgr.	General Liability	\$1/\$2MM	\$2500
Bounce House Rentals	General Liability	\$1/\$2MM	\$5460
Apt. Bldg. 19 Units	General Liability Property TIV	\$1/\$1MM \$998,000	\$8416

How can we help you?

Submitting via e-mail? Help!



Please note that submissions emailed to any of our underwriters must be forwarded to www.ricins@ric-ins.com. Our ability to move your submission through the underwriting process and get it bound for you in a timely manner is hampered when the applications and information is not sent to www.ricins@ric-ins.com.

Please help us keep our quick service promise to you. Make a note when emailing to send submissions to www.ricins@ric-ins.com. Thank you for your help. RIC Underwriter Division

Summertime is time for Insurance!

You can make your June brides smile with our premiums and our coverage for weddings and receptions. Company picnics and parties need coverage, too. Look through your book of business and see if you can add some quick revenue to your bottom line by writing short term event coverage on some of your clients. We're specialists in event coverage and we'd be happy to quote on any and all of your risks.



Need Financing?



Did you know that R.I.C. Financial, Inc. was started over 20 years ago as a service to producers to finance the policy premiums for the business they place with RIC Insurance General Agency, Inc.?

After returning the original signed Premium Finance Authorization along with the required 25% down payment, underwriting quote and all signed forms, RIC Insurance will forward the Authorization to RIC Financial for processing.

To obtain a blank R.I.C. Financial Premium Finance Authorization, go to our website - www.ric-ins.com and download the form or contact Gail Novelich, Accounting Manager (714) 505-8211, (800) 310-1303, ext. 211, or gailn@ric-ins.com.