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June 6, 2006

To our Valued Agents:

Does anyone remember Apollo 13?
Well, "Houston, we have a Problem"

We are having a problem in getting our hands around the "aggregate" situation in various counties in our Lloyd's program. We have a lot of quotes for new business that are on the street and valid for 30 days. Until we are confident that we have the following counties in control, we will cease to offer new business quotes with wind for a 30 day period. When all our existing quotes have either been bound or have expired, we will be ready to start over. New quotes at that time will only be valid for 10 days unless you tell us within the 10 days that you will be getting an order at such and such a date in the future.

We really regret this action and hopefully after 30 days we will be able to quote wind again in the following counties:

Dade
Broward
Palm Beach
Pinellas
Collier
Lee

This is only a wind problem so we can still quote ex-wind coverage. For your information we have, twice in the last week, seen State Farm agree to write wind coverage, but at a \$2.25 rate. This seems to confirm that supply and demand is really where it's at and hopefully as soon as rates get high enough, players will start to appear. Thought you would like to know.

We will help you as much as we can once we have the situation under control.

Regards,
John K. Handel