

**Insurance Times:** Deland, Gibson honored as 5 Star Agency; Rodman names Altman president; Powers joins Arbella; Plesha heads Boston CPCUs; PIA's Flanders elected to NH House  
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#### Deland, Gibson

A Wellesley, Mass. agency is the latest to earn the 5 Star Agency designation from the Massachusetts Association of Insurance Agents. The designation was awarded to Deland, Gibson Insurance Associates, Inc. for providing superior knowledge, service and value "by doing the right thing all of the time," according to Frank Mancini, MAIA's executive vice president.

"Under the direction of Charles Gibson and Karen Mora, Deland Gibson Insurance Associates has demonstrated that the agency is operating in top form and ready to face the challenges of this new century," Mancini said.

Deland, Gibson staff participated in a rigorous agency fitness review over a two-day period to qualify for the 5 Star Agency designation.

#### ProMutual

ProMutual Group, a Boston-based Northeast medical malpractice insurer, has appointed Gregg L. Hanson as vice president of underwriting and policy services. Hanson has previously been affiliated with ProNational Insurance Co., in Florida, and St. Paul Co.

#### Rodman Insurance Agency

Andrew Altman, former vice president, has been named president and Phil Nyman, former president, has been elevated to chairman of the board at the 65-year old Newton, Mass. agency, Rodman Insurance Agency, Inc.

Altman joined the agency in 1993 as part of its acquisition of the Maurice Helfant Insurance Agency in Newton. He specializes in transportation risks.

#### Boston CPCU

Mark Plesha, director of regulatory affairs at Liberty Mutual Group in Boston, has been elected president of the 750-member Boston Chapter of the CPCU Society. Other officers elected include President-Elect Douglas Hamilton, Andover Cos.; Vice President Robert Mansfield, Brewer & Lord; Treasurer Michael Weinberg, Burns & Levinson; and Secretary Leslie Poole, of Arthur J. Gallagher Co.

#### LIAM

Robert K. Sheridan, president and chief executive officer of the Savings Bank Life Insurance Company of Massachusetts (SBLI) has been elected to a second term as chairman of the board of the Life Insurance Association of Massachusetts (LIAM). LIAM represents life insurers doing business in Massachusetts.

#### William Gallagher

Michael Moran has been appointed vice president at William Gallagher Associates in Boston. Moran will concentrate on employee benefits for the high technology and biotechnology industry sectors. Prior to joining WGA, Moran was with Reliance Standards Life Insurance Co. and most recently served as that company's regional sales manager for the Boston office.

#### Arbella Mutual

Arbella Mutual Insurance Co. on Quincy, Mass. recently named Keith A. Powers as vice president of marketing and underwriting for Massachusetts personal lines. Prior to joining Arbella, Powers was vice president/branch manager at CGU

Insurance in Milford, Conn.

#### Vermont Mutual

Donna M. Melendy has been promoted to personal lines underwriting manager for the Vermont Mutual Group, Vermont Mutual Insurance Co., Northern Security Insurance Co., Inc. and Granite Mutual Insurance Co. Melendy joined the company in May 2000 from Champlain Casualty.

Mary J. Gray has been promoted to commercial lines underwriting supervisor at the same companies. She will supervise the Vermont and New Hampshire territories while also working on product analysis and development.

#### PIANH

Donald Flanders, chairman of the board of the Byse Agency, Inc. in Laconia, N.H., and a long-time activist in the National Association of Professional Insurance Agents, was recently elected to his state's House of Representatives. The Republican Flanders beat a Democratic incumbent lawmaker for the seat, spending only \$159. He said he hopes to be appointed to the Commerce Committee.

#### New York Life

The immediate past president of the National Association of Insurance Commissioners, George Nichols, has joined New York Life as senior vice president and assistant to the chairman. Nichols was also Kentucky insurance commissioner. Nichols will assist Sy Sternberg, president and chief executive officer, on a number of special projects.

#### GAB Robins

R. Paul Hulsebusch, formerly with Homesite Insurance in Boston, has been appointed vice president of catastrophe operations in North America for GAB Robins North America, Inc., based in Parsippany, N.J. Hulsebusch is responsible for revamping GAB Robins' catastrophe operations to create best-in-class services that will be targeted to the company's insurance industry customers.

#### Applied Insurance Research

Applied Insurance Research, the Boston catastrophe and weather risk modeling firm, has added five people to its management team.

Paul Devlin, with has joined AIR as vice president and general counsel. Dr. Roger Grenier has been promoted to manager of AIR's services and analytics group. Dr. Jayunta Guin has been promoted to assistant vice president for research and modeling. Kristen Jones has joined the firm as assistant manager for the service and analytics group. Joseph Lukeman as also joined as assistant product manager for the software services team.

#### Delta Dental

Wendy M. Connors has joined Delta Dental of Massachusetts as a new client business manager. She will oversee the company's business relationships with accounts. She comes to Delta Dental from Tufts Health Plan.