

**Insurance Times:** Commerce promotes 4; Kaplansky earns MAIA's 5 Star Award; Hildebrand heads NY Life distribution; MAIW elects Hull president; Burgos joins F.A. Richard  
August 21, 2001, Vol. XX No. 17

#### Commerce Group

The Commerce Group in Webster, Mass. announced several appointments.

Karen Gagnon is the new manager for compensation and benefits at The Commerce Insurance Co. Gagnon, of Bellingham, has worked for Commerce since 1988, most recently as human resources consultant and then compensation and benefits administrator.

Carolyn Burke is The Commerce Group's new employment manager. Burke, of Sutton, is a 14-year Commerce veteran and most recently served as human resources staffing administrator.

Thomas Boyer II was appointed recently as an actuary in The Commerce Insurance Co.'s underwriting department. Boyer, of Shrewsbury, joins Commerce as a nine-year veteran of the actuarial field.

Leann Shea, of Leicester, was promoted recently to manager of employee relations. She is an 11-year Commerce employee and most recently served as child-care administrator at the company. Shea has also served as an employee relations consultant for the company.

#### Kaplansky Agency

The Kaplansky Agency, headquartered in Brookline, Mass., has been awarded the Five Star award for agency excellence from the Massachusetts Association of Insurance Agents. The award recognizes agencies that pass a fitness review and achieve excellence in knowledge, service and value.

#### Banknorth

Peter L. Sparta has been named chief executive officer of Banknorth Insurance Group, based in South Portland, Maine.

He will also continue as president, a post he was appointed to last October.

Banknorth Insurance Group claims to be the largest insurance broker in New England, having purchased The Watson Group in Wethersfield, Conn; Palmer Goodell in Springfield, Mass.; Catalano Insurance in Methuen, Mass., and A.D. Davis of North Conway, N.H.

The company also operates More Payson & Noyes Insurance in Portland.

Banknorth Group is a commercial bank with \$18.1 billion in assets.

#### New York Life

Philip J. Hildebrand, executive vice president, has been named chief distribution officer at New York Life Insurance Co. He will oversee the operations of the company's career agency system and its brokerage operation in Kansas City. He has headed New York Life's agency operations for four years.

#### MAIW

The Massachusetts Association of Insurance Women recently held its annual meeting in Danvers, Mass., and elected new officers: Donnie Hull, president; Glynnis Walbridge, treasurer; Carol Colton, immediate past president; and Kim Woo, Parliamentarian. Commissioner Linda Ruthardt was scheduled to speak at the meeting.

#### F. A. Richard

Oscar Burgos, formerly of Reliance National, has joined F.A. Richard & Associates, Inc., a third party administrator, as national vice president of marketing and sales. Burgos will be responsible for developing business opportunities with regional and national brokers, insurance companies, large self-insured companies and prospective program clients from his New York, N.Y. base.