Flash!

www.ARCO-Members.com

The Periodic Newsletter for Members of the
ASSOCIATED REPORTING COMPANIES

SOMETHING FOR EVERYONE

PRESIDENT'S MESSAGE

From Brian McKendry
JMI Reports, Inc.

"The measure of success is how high you bounce after you hit bottom"

Phew….well now that 2010 is over, welcome 2011 and hopefully better things to come!

I have spoken to a few ARCO members in 2010 and things were not sounding all too well for the business end of things in 2010. Many members were holding their heads above water, but feared anyone making waves! This economy was tough to bear all over but especially in some of the hard hit areas such as where I am in the Midwest. Manufacturing areas took a very hard hit and unemployment was at record levels and has not let up a bit. I guess the good news in this sour picture is the available people out there looking for work and responding to inquiries for inspection help. I know in our company we brought on close to 150 inspectors in 2010 alone. It was a challenge to be certain, but at least we had the bodies coming thru the door to make some decisions on good people to keep. In the not so distant past, putting out feelers for help in the field led to no leads at all in certain areas.

ARCO members are a resourceful and resilient lot and I am confident most if not all our members made it through the tough times and made the appropriate adjustments to keep business rolling.

This from Conning Research and Consulting:

"Looking beyond 2010, more robust growth for the property-casualty industry in 2011 and 2012 will result from increases in both exposures and premium rates," said Stephan Christiansen, Conning research director, particularly workers compensation, will not see improvements in combined ratio until 2012," he predicted.

Let's hope that 2011 we begin to see some firming in the insurance market. Personal lines, which happens to be our specialty, is what kept my company going strong in 2009 and 2010. It was a life saver for us in 2010 to be sure. Anyone wanting to discuss this avenue of business that is currently not providing personal lines reports, I am very happy to offer my knowledge to any ARCO member who has questions about this. Obviously a good place to do this would be our annual meeting coming up in May in Scottsdale!

** Which brings me to our annual meeting. Scottsdale was chosen as our venue in 2011. We have booked the Marriott Old Town Suites in Scottsdale which is in the heart of "old town" and has many nice restaurants, shops, museums and other interesting things all within walking distance. Rates are 129.00 and include internet service in your room (which are all suites). This nice rate is available both before and after the event so you can make a trip of it. Date is Sunday May 1st and meeting Monday May 2nd. Please make your reservations by April 18th. I will be sending out information on the meeting place and a sign up sheet the end of this month to all ARCO members and reminder emails will be coming too. We truly wish to have a great turn out to this meeting. Now more than ever, it is important to network with fellow members! What can you learn members! What can you learn from them to improve your business?

What can you offer them to help with their business? Tough times like present are no time to bury your head in the sand and hope that things improve. It is time to take action and one thing you can do cheaply is network with other people in your industry who have ideas and solutions that could impact you.

Thank you and I wish you all a successful 2011.

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History and purpose of ARCO

The Associated Reporting Companies (ARCO) was founded in 1967. The first Officers of the Association were Coulby Gunther, President (Reliable Reporting Service – NY), W. B. "Web" Taylor, Vice President (Index Research Services Inc. – CA) and Guy Holloway, Secretary (Commercial Services – MI). Among the group's chartered objectives is the intent to "…represent and encourage a standard of performance which will enhance the dignity and prestige of the profession…"

ARCO holds an annual meeting of the general membership which is always an enjoyable and well-attended event. It often brings presentations from affiliated and support industries. The group's newsletter, the *ARCO Flash!*, is distributed to members several times each year, and each member maintains a presence on the ARCO Web site *(www.arcomembers.com)* including links to individual company Web sites.

The *ARCO Directory of Members* is printed and distributed annually, to hundreds of key members of the insurance industry from coast to coast.

COMMENTARY ON HEALTH CARE "REFORMS"

REAL DEBATE IS INDIVIDUALISM VS. COLLECTIVISM

By ROBERT TRACINSKI

The goal of the Democrats' plan for health care reform is coming more and more out into the open: They want to eliminate health insurance.

This is the line of attack the Democrats have chosen as they've gone into the August recess:

Private health insurance companies are evil, and big government is here to save us from them.

According to the New York Times, President Obama is planning an "August offensive against the insurance industry." It is "a campaign of increasingly harsh rhetoric" that is "intended to drive home the message that revamping the health care system will protect consumers by ending unpopular insurance industry practices, like refusing patients with pre-existing conditions."

That part about pre-existing conditions gives the game away. Health insurance companies refuse to cover pre-existing conditions for the same reason that you can't insure your automobile after you crash it.

Insurance is a form of financing for the unexpected and unpredictable. It is not a mechanism to force somebody else to pick up the tab for expenses you have already incurred.

Do the Democrats even understand what insurance is? Insurance is a form of financing. It is a contract under which a health insurance company agrees to pay for medical bills that could run into the tens of thousands of dollars, if you are hit by a bus or are diagnosed with cancer, so that you don't have to pay for those bills out of your income or savings.

So let's ask the question the left never asks: How is it possible for an insurance company to pay for these giant medical bills?

Welfare, Not Insurance

For every person who needs open-heart surgery or chemotherapy, there have to be a certain number of other people who are paying their premiums but haven't gotten seriously ill. If the insurance company has gotten its calculations right, the expenses for any one persons catastrophic care are balanced out by the premiums other people pay "just in case."

You can see how Obama's demands undermine all of these calculations. To ask insurance companies to cover a patient after the tumor is diagnosed is to ask them to take on a known expense. Combine that with another of the president's demands — that insurance companies can't charge higher rates for those who are at higher risk of getting sick.

So if insurance companies have to take on a known expense and can't charge a higher rate for it, how are they going to pay for it? By raising everyone else's premiums, redistributing their wealth to the new freeloaders.

This isn't insurance, it's welfare. And that's the whole point.

Government regulations and enormous government spending have already distorted the health care market for decades, but the current legislation is the coup de grace. Its whole point is to force insurance companies to act as if they are government welfare agencies.

And when the insurance companies collapse under that artificial burden, the government will drop the pretense and have the welfare agencies, under the banner of the "public option," take over.

Don't be fooled by labels. The "public option" is not insurance, because it is deliberately designed not to balance premiums against risk.

Precious Right

And instead of choosing how much coverage you are willing to pay for, everyone is forced into a plan designed by an Orwellian "Health Choices Commissioner." When you get sick, you don't have a contract with a private company that you can enforce. You are dependent on benefits that are doled out uniformly to everyone by the government.

There are no independent individuals in this system. It is designed to make everyone dependent on the collective will of the government — which can decide to reduce your care or pay less for it when costs spiral.

The Democrats oppose health insurance because it's based on an opposite idea: that people are independent individuals who should be expected — and have the right — to pay their own way. It is a system in which people decide what level of coverage they want and how much they are willing to pay for it, and insurance companies balance an individual's premiums against his health risks.

Paying your own way is a demanding responsibility, but it is also a precious right that few people want to give up. He who pays the piper calls the tune, and when it comes to health care, our lives depend on being able to call the tune.

Will we be independent individuals with some control over our own fate — or will we be cogs in the collective, forced to be dependent on government for the most important needs of our lives?

Tracinski writes daily commentary at TIADaily.com. He is the editor of The Intellectual Activist and TIADaily.com.

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A Smile from Walt Disney

"Your dreams can come true, so if you live by an old cemetery, don't dream about zombies."

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15 NEW TAXES JUST FOISTED ON THE AMERICAN PEOPLE

Excise tax on high cost employer-sponsored health coverage: A 40% tax on health insurance plans exceeding determined levels. Those levels are projected for 2013 to be $8,500 for self only and $23,000 for any other level.

Increase in additional tax on distributions from HSAs and Archer MSAs not used for qualified medical expenses: An increase from 10% to 20% on taxes of money in a health savings account not used for qualified medical expenses. For Archer medical savings accounts, an increase from 15% to 20%.

A tax on failing hospitals: A $50,000 tax on hospital organizations, which fail to meet described quality requirements.

Imposition of annual fee on branded prescription pharmaceutical manufacturers and importers: A fee based upon the sales of pharmaceutical companies in relation to the total sale of such pharmaceutical products to the public.

Imposition of annual fee on medical device manufacturers and importers: Medical device manufacturers must pay a fee in relation to the sales of their product in the marketplace and the total sales of devices.

Imposition of annual fee on health insurance providers: A fee applied to all health insurance providers based upon net premiums and any third party fees associated with the administration of those programs.

Additional hospital insurance tax on high-income taxpayers: High income tax payers, making on a joint return over $250,000 and a standard return over $200,000, are required to pay an additional 0.5% of wages. This applies to both self-employed, and regularly employed individuals.

Excise tax on elective cosmetic medical procedures: A tax of 5% is levied upon the amount paid for any cosmetic surgery. This does not include the need for such surgeries created by trauma or a disfiguring disease. If the tax is not collected by that professional completing the procedure, their business is still liable for the requirement.

Tax on individuals without acceptable health care coverage: A 2.5% income tax on individuals who do not have health care coverage, limited to a cost less than the average national health care premium.

Health insurance fee: For self-insured plans, a fee on the sponsor whether that is the employer or the employee organization. Also, a fee on the issuer of every health care plan imposed.

Tax on non-electing businesses who refuse to supply health care: For firms refusing to pay health insurance, but not meeting required exclusions, an 8% tax on wages will be applied.

Imposition of tax on indoor tanning: A tax of 10% on the amount paid for any tanning service.

1% surcharge on individuals making more than $350,000: A 1% tax increase for individuals making between $350,000 and $500,000.

1.5% surcharge on individuals making more than $500,000: A 1.5% tax increase for individuals making between $500,000 and $1 million.

5.4% surcharge on individuals making more than $1 million: A 5.4% increase for individuals making more than $1 million.

OVERALL COMMERCIAL PRICING STAYS FLAT

December 13, 2010

Overall commercial insurance prices were flat for the seventh consecutive quarter, declining less than one percent, according to a survey of third quarter activity.

Commercial property, directors and officers liability (D&O), and employment practices liability (EPL) pricing showed declines for the fourth straight quarter after experiencing increases in 2009.

The Commercial Lines Insurance Pricing Survey (CLIPS) by global professional services company Towers Watson compared prices charged on policies underwritten during the third quarter of 2010 to the prices charged for the same coverage during the same quarter in 2009.

"The lack of large-scale, market-moving catastrophes in the past couple of years-- both natural and man-made -- has led to excess capacity and price declines, and we expect to see similar results in the near term," said Bruce Fell, director of Towers Watson's Property & Casualty practice in the Americas. "Further, prices for management liability lines appear to be stabilizing after the increases that followed the onset of the economic crisis in late 2007 and 2008."

CLIPS data indicate that accident-year-to-date 2010 loss ratios deteriorated 4 percent relative to the same period in 2009. This deterioration — based on nine months of information — is marginally higher than an estimated deterioration of 3 percent for accident-year 2009 over 2008. The higher loss ratios in year-to-date 2010 on an earned basis are driven primarily by higher claim cost inflation indications than those observed in 2009, according to Towers Watson.

Aggregate price change indications showed some differentiation by account size, with flat indications for small and mid-market accounts, and moderate price reductions in large accounts and specialty lines.

Consistent with findings from the previous quarter, CLIPS results continue to indicate that companies that report utilizing predictive modeling techniques for pricing and risk tiering have been more successful, on average, in holding price levels. About half of responding companies participating in CLIPS report using predictive modeling for one or more lines of business.

U.S. Structure Fires in Eating and Drinking Establishments

NFPA Journal® January/February 2011
By Ben Evarts

During the five-year period of 2004–2008, NFPA estimates that U.S. fire departments responded to an average of 8,160 structure fires in eating and drinking establishments per year. These fires caused an annual average of 3 civilian deaths, 100 civilian fire injuries, and $229 million in direct property damage. Reported fires in this occupancy group fell 64 percent from 23,300 in 1980 to 8,370 in 2008.

Cooking equipment was involved in more than half of the fires in eating and drinking establishments. Deep fryers, in which 24 percent of all fires occurred, and ranges or cook tops, which were responsible for 10 percent, were the most common equipment involved. Deep fryers also accounted for the largest share of civilian injuries of any type of equipment involved in ignition.

Fires in eating and drinking establishments do not vary dramatically by hour of the day, day of the week, or month of the year. There appear to be peaks for property damage in March, between 3:00 a.m. and 3:59 a.m., and Tuesday, but these are all due to the impact of one fire with unusually high property damage. Even without the impact of this one fire, however, property damage per fire is still higher between 11 p.m. and 6 a.m.

Fifty-five percent of the fires in eating and drinking establishments began in the kitchen or cooking area. These fires caused 59 percent of the civilian injuries and 29 percent of the direct property damage. Eighty-six percent of the fires were confined to the room of origin.

The 5 percent of fires that were intentionally set in these properties caused 10 percent of the direct property damage. In eating and drinking establishments, deaths per 1,000 fires were 100 percent lower and property damage per fire was 73 percent lower when wet pipe sprinklers were present, compared with no automatic extinguishing equipment present.

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CNA NAMES VP FOR SMALL BUSINESS UNIT

CNA appointed Scott Grieco as vice president of underwriting for its small business unit.

Grieco will be underwriting strategies for the unit. He has over 26 years of insurance industry experience, including leadership roles in agency, field, business unit, product development and underwriting.

He joins CNA from Selective Insurance Co. where he served as vice president of commercial lines underwriting and product development. He has also held underwriting leadership roles at Kemper and Zurich.

Lexington Focuses on New Products, Creativity, To Get through Soft Market

Amy O'Connor - December 9, 2010

Creativity, innovation and product diversification are keys to a company's success in this soft market, says Matthew Powers, executive vice president of Lexington Insurance Co.

Since the beginning of 2010, the company has released several new products, including CarbonCover for architects and engineers, a self storage program and the Lex NanoShield for technology companies. These products target different industries, but Powers says the purpose of them is to show insureds that Lexington is staying ahead of the curve.

"It's a process that we begin with by really looking at change out on the horizon and how insurance needs will change in accordance with those trends," he says. AIG's well-publicized problems in 2008 could have easily led to issues for Lexington and other companies under the AIG wing, but Powers said Lexington held its own. He says 2009 and 2010 have been very profitable years for the carrier from a bottom-line perspective.

"Our constituents voted with their feet in 2009 and throughout 2010," he says. "Our customers stayed with us, they stayed focused on the Lexington brand… and I think our brokers should be credited with educating the consumer to a great extent as to the realities of the situation."

Powers says the over-capitalization of the market has created a ton of competition and put a lot of stress on rates and ability of the surplus lines broker to separate from the crowd, but it's key that they do so.

"I think that the E&S industry, generally, is the most creative aspect of the property casualty space," says Powers. "So it's incumbent on wholesale brokers and E&S carriers to collectively develop these type of solutions – to constantly find new income streams and find differentiation."

The hard market that was expected to come two years ago when the economy floundered has still yet to emerge and many companies are not able to sustain their expense ratios with the soft market pricing.

"I believe ultimately you will see numerous examples of bolt-on acquisitions to try to grind expense out of those operating models and I believe that will begin to manifest itself at some point in 2011," says Powers. Powers says brokers that diversify themselves and their product expertise will benefit the most now, and when the market finally turns.

"I think today that a broker that is solely a property specialist is feeling a different type of pressure as opposed to someone that might be more well-diversified in terms of multiple product offerings," he says. "So I think that the mistake that too many brokers can make is this belief that we are in a mature, very established business that doesn't have room for change, growth, or new thinking."

CIS Group, LLC (CIS) announces the acquisition of Cornerstone Appraisal Services

In a transaction led by Compass Equity Partners, LLC (CEP), CIS Group has acquired 100% of the equity interests of Cornerstone and has expanded its presence in the high-value residential property inspection market

Irving, TX, November 18, 2010 – CIS Group LLC, a subsidiary of CIS Holdings LLC and an affiliate of CEP, completed its acquisition of Cornerstone Appraisal Services of Valparaiso, Indiana, effective November 12, 2010. This acquisition marks the third property inspection services company that CIS Group has acquired, including GPL Solutions in 2005 and Advanced Field Services in 2008.

"Cornerstone's core products are a perfect complement to our existing field underwriting services," according to Michael Stanley, Chief Executive Officer of CIS Holdings. "The acquisition of Cornerstone broadens CIS' product offering and gives our clients access to a best-in-class high-value appraisal product. More importantly, our clients will continue to have the Perfect Customer Experience they associate with CIS Group."

Cornerstone continues CIS Group's consolidation strategy in the field services sector. "We see an increasing opportunity to add specialty service providers to the CIS portfolio," says David Rollins, President of CIS Group. "Because CIS conducts over two million inspections a year across the entire United States, servicing most of the top insurance carriers, we believe that consolidating complementary service companies onto the CIS platform will enable us to continue to provide a superior level of service to our customers at extremely competitive prices. We are passionate about increasing route density with complementary products for our inspector-vendors, and sharing those resulting efficiencies with our vendors and our customers."

"Compass Equity Partners is a vital component in our growth strategy," says Phil Sader, Chief Operating Officer of CIS Holdings. "They delivered superior results with the Cornerstone transaction and will continue to assist us with acquisition and integration efforts. In the mean time, we will build on Cornerstone's great reputation and track record of success and continue to provide superior underwriting services to our clients." "CIS has the right combination of management talent, size and breadth, capital and strategic vision to be the major player in the field services industry," says Keith Jennette, Managing Director of CEP, who led the transaction team. "We look forward to working with the senior leadership at CIS Group as they continue to build their impressive company."

About CIS Group

CIS Group is the largest provider of field underwriting services to the insurance and banking industries in the United States. Headquartered in Ft. Worth, Texas, CIS completes more than two million field surveys annually and provides the most comprehensive suite of field reporting services in the marketplace. With a true national footprint, CIS Group remains committed to providing Best of Breed field services throughout all fifty United States, "*One at a Time, On Time, Every Time*." For a closer look, please visit us on the web at www.cisgroup.net.

LIBERTY MUTUAL CREATES NEW DISTRIBUTION, SERVICE UNIT

Liberty Mutual Group reorganized its commercial property, casualty and specialty lines insurance units as well as claims and loss control services for the insurer's national accounts and mid-sized business clients. The new distribution and service organization will provide agents and brokers with a single point of entry for accessing commercial lines, the insurer says.

The new distribution and service management group will operate through six new geographic divisions and a major accounts division. "Our geographic divisions feature expertise in national accounts, middle market and field services, offering agents and brokers local decision making and greater responsiveness to help them meet their clients' wide-ranging needs," said J. Paul Condrin, president of Liberty Mutual's Commercial Markets strategic business unit.

Mark A. Butler has been appointed president of the new distribution and service management group.

The following are the executive vice presidents who will lead the major accounts and geographic divisions:

Douglas M. Nelson, general manager, Major Accounts
Susan M. Doyle, division general manager, Southwest
David R. Dwortz, division general manager, Northeast
David E. Eaglen, division general manager, Mid-Atlantic
Deborah L. Michel, division general manager, Midwest
George D. Townsend, division general manager, Southeast
Peter L. Wise, division general manager, West
Mark J. Moitoso, general manager distribution management

"We look forward to establishing even stronger, more profitable relationships with agents and brokers under our streamlined, go-to market strategy," Condrin said.

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THINGS KIDS SAY

JACK (age 3)…. was watching his Mom breast-feeding his new baby sister ... After a while he asked: 'Mom why have you got two? Is one for hot and one for cold milk? '

STEVEN (age 3)…. hugged and kissed his Mom good night 'I love you so much that when you die I'm going to bury you outside my bedroom window.'

MELANIE (age 5)…. asked her Grandmother how old she was.... Granny replied she was so old she didn't remember any more. Melanie said, 'If you don't remember you must look in the back of your panties. Mine say five to six.'

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MEMO FROM ARCO MEMBER, AL SILK

My new cell phone number is: 602-531-8716. The toll-free number remains the same: 1-866-479-8540

MERGER, ACQUISITION ACTIVITY HEATS UP

Excertpted from an Insurance Journal article
By Audra M. Szollosy

Merger and acquisition (M&A) activity between July and September was robust making the third quarter the most active with 61 deals versus 36 last year. Deal volume for the first nine months is up 28 percent from the same 2009 period. Year-to-date, 167 transactions have been announced. With the current capital gains tax rates set to expire (although rumors abound they'll be extended) and the persistent soft market, many sellers found themselves looking for the exits, and buyers were happy to oblige.

Arthur J. Gallagher (AJG) and Brown & Brown (B&B) lead the most active acquirers with 14 transactions each year-to-date, accounting for about 17 percent of all transactions.

In July, consolidation among the biggest wholesalers continued when Cooper Gay and Swett & Crawford made their merger official. The combination creates a global wholesale and reinsurance brokerage with roughly $3.5 billion in worldwide premiums. This mega merger comes just a few months after the AmWINS Group/Colemont Insurance Brokers deal. The looming soft market has made timing for mergers and acquisitions just right for some, especially in the wholesale sector.

How the Country got into Trouble

Explained in Easy to Understand Language

Heidi is the proprietor of a bar in Detroit.

She realizes that virtually all of her customers are unemployed alcoholics and, as such, can no longer afford to patronize her bar. To solve this problem, she comes up with a new marketing plan that allows her customers to drink now, but pay later. Heidi keeps track of the drinks consumed on a ledger (thereby granting the customers' loans).

Word gets around about Heidi's "drink now, pay later" marketing strategy and, as a result, increasing numbers of customers flood into Heidi's bar. Soon she has the largest sales volume for any bar in Detroit. By providing her customers freedom from immediate payment demands, Heidi gets no resistance when, at regular intervals, she substantially increases her prices for wine and beer, the most consumed beverages.

Consequently, Heidi's gross sales volume increases massively.

A young and dynamic vice-president at the local bank recognizes that these customer debts constitute valuable future assets and increases Heidi's borrowing limit. He sees no reason for any undue concern, since he has the debts of the unemployed alcoholics as collateral!!!

At the bank's corporate headquarters, expert traders figure a way to make huge commissions, and transform these customer loans into DRINK BONDS.

These "securities" then are bundled and traded on international securities markets. Naive investors don't really understand that the securities being sold to them as "AAA Secured Bonds" really are debts of unemployed alcoholics. Nevertheless, the bond prices continuously climb!!!, and the securities soon become the hottest-selling items for some of the nation's leading brokerage houses.

One day, even though the bond prices still are climbing, a risk manager at the original local bank decides that the time has come to demand payment on the debts incurred by the drinkers at Heidi's bar. He so informs Heidi. Heidi then demands payment from her alcoholic patrons, but being unemployed alcoholics they cannot pay back their drinking debts.

Since Heidi cannot fulfill her loan obligations she is forced into bankruptcy. The bar closes and Heidi's 11 employees lose their jobs.

Overnight, DRINK BOND prices drop by 90%.

The collapsed bond asset value destroys the bank's liquidity and prevents it from issuing new loans, thus freezing credit and economic activity in the community.

The suppliers of Heidi's bar had granted her generous payment extensions and had invested their firms' pension funds in the BOND securities. They find they are now faced with having to write off her bad debt and with losing over 90% of the presumed value of the bonds.

Her wine supplier also claims bankruptcy, closing the doors on a family business that had endured for three generations, her beer supplier is taken over by a competitor, who immediately closes the local plant and lays off 150 workers.

Fortunately though, the bank, the brokerage houses and their respective executives are saved and bailed out by a multibillion dollar no-strings attached cash infusion from the government.

The funds required for this bailout are obtained by new taxes levied on employed, middle-class, nondrinkers who have never been in Heidi's bar.

Now do you understand?

VALUE ADDED TAX

In case you were unaware, there's been a lot of political chatter about a national Value Added Tax – a sort of national sales tax. Some have suggested it could replace the Income Tax. Not very likely – here's how Europe (the prototype for the plan) does it:

United Kingdom
Income Tax: 50%
VAT: 17.5% TOTAL: 67.5%

France
Income Tax: 40%
VAT: 19.6% TOTAL: 59.6%

Greece
Income Tax: 40%
VAT: 25% TOTAL: 65%

Spain
Income Tax: 45%
VAT: 16% TOTAL: 61%

Portugal
Income Tax: 42%
VAT: 20% TOTAL: 62%

Sweden
Income Tax: 55%
VAT: 25% TOTAL: 80%

Norway
Income Tax: 54.3%
VAT: 25% TOTAL: 79.3%

Netherlands
Income Tax: 52%
VAT: 19% TOTAL: 71%

Denmark
Income Tax: 58%
VAT: 25% TOTAL: 83%

Finland
Income Tax: 53%
VAT: 22% TOTAL: 75%

N-SURANCE OUTLETS UNDERWRITING MANAGER

Gary Alexander has been named underwriting manager at N-Surance Outlets, a regional property/casualty managing general agency based in Roswell, Georgia. As the new underwriting manager, Alexander will oversee all underwriting activities for N-Surance Outlets.

THE LAST WORD

UNSOLICITED (AND PROBABLY MOSTLY UN-READ) COMMENTS FROM THE TEMPORARY EDITOR

SCOTTSDALE MEETING DRAWS CLOSER

The 2011 ARCO Annual Meeting looms on the near horizon. In addition to the many sound business reasons for members to attend, it's possible that the climate might provide an added inducement for so many members who have been dealing with a fierce Winter, buried under feet of snow and assailed by freezing temperatures. A check of the Scottsdale, Arizona weather as of February 8th, when this is being written, indicates that today is sunny, clear and 69 degrees. That has to sound pretty good to a large number of ARCO members!

ARCO President Brian McKendry (JMI – Ohio) promises another interesting, well-planned and concise meeting agenda, with plenty of time for outside pursuits as well. If you have not previously explored the region, you might want to look into one of the wonderful desert tours available. The Old Town district of Scottsdale offers several nice restaurants, shops, museums and other interesting things all within walking distance.

Marriott Suites are 129.00/night, which includes several amenities. ARCO Meeting Dates are Sunday May 1st and meeting Monday May 2nd.

Brian asks that you make your reservations by April 18th and assures that there will be further registration and meeting details coming soon. *=Ken*

Complaints? Criticisms? Contributions?
E-Mail Ken Taylor at: indexresearch@juno.com

Scottsdale Old Town Marriott Suites