

firm Upper Canada Adjusters, rebranding the firm McLaren's Upper Canada. Established in 1995, the operation specializes in the high-end property and commercial liability market. Principals **Greg Madill** and **John Valeriote** will continue to manage that business.



Holden

"The acquisition of firms that provide us with the right combination of strategic geographical reach and outstanding technical expertise and commitment to client service will continue in

2011," says McLaren's president and CEO **Mike Holden**. "We are committed to increasing our national presence."

WORK LIKE A DOG

Dartmouth, N.S.'s **Aileen Reid**, founder and CEO of A.P. Reid Insurance, is the recipient of a Canada's Most Powerful Women Top 100 Award from the Women's Executive Network.



Reid

The brokerage, started in 1980, is now run by Reid's son **Jamie**.

"Why did I get the award?" asked Reid. "I do my share of community work, but I think it's because I get up each day and work like a dog until I drop."

The Women's Executive Network, according to its website, is "the largest community of influential, powerful and successful women in Canada and Ireland."

TOTTEN ACQUIRES CULE

Totten Insurance Group has acquired the assets of Cule Insurance. The firm will become part of Totten's Toronto office. Cule president **Ken Rayner** will join the Group's management team.

Cule – Canadian Underwriters for

INAUGURAL RUN

An insurer is sponsoring, a brokerage is hosting and The Running Room is administering the first annual The Economical Insurance Group presents Rogers Insurance Run for L'Arche Saturday, March 26 on behalf of L'Arche Calgary, the international organization of communities that creates homes and day programs for the developmentally disabled.



Vanier

L'Arche was founded in France in 1964 by **Jean Vanier**, the now 83-year-old son of **Georges Vanier**, the late governor general of Canada. There are 130 L'Arche communities around the world.

The title sponsor, as the name of the race indicates, is The Economical Insurance Group (TEIG) and the brokerage is Cowtown's Rogers Insurance. The event, a competitive half marathon along the Bow River valley pathway, begins and ends at the city's Eau Claire Market. There will also be a one-kilometre fun run.

"Our goal is to raise over \$20,000, which would fund two (of Calgary's five) L'Arche homes for a year," explained **Dawn Ladds-Bond**, race director and associate development coordinator with Rogers. "We hope to have 400 runners."



Gow

"As event sponsor, TEIG is covering overhead costs so that every registration dollar will go directly to the charity," says **Rob Gow**, the insurer's regional VP. "We're excited to partner with Rogers to host this event and thrilled to be the sponsor."

"TEIG has 30 runners from our Calgary and Edmonton offices registered for the race as well as 90 family members and friends volunteering – we're an enthusiastic bunch! The Group focuses on employee wellness, and this event was a perfect fit."

Besides Rogers and TEIG, industry participants include runners from RSA Canada, Intact, Aviva Canada and Sovereign General.

For more information, contact Ladds-Bond at 403-476-4480 or by e-mail at dladds-bond@rogersinsurance.ca. iw



Ladds-Bond

Licensed Establishments – is a Toronto insurance brokerage/wholesaler formed two years ago. Its expertise is in hospital-ity and hard-to-place property accounts.

"This acquisition," says Totten Group president **H. Ross Totten**, "will enable us to further solidify our position as the pre-eminent writer of this class of business across Canada."



Totten

HUB ACQUIRES PHOENIX FIRM

Chicago-headquartered Hub International Limited (Hub) has acquired the assets of the Prairie brokerage Phoenix Insurance Group Grande Prairie, one of six Alberta-based operations that make up the Phoenix Insurance Group.

The Grande Prairie brokerage will become part of Hub International Barton, or Hub Barton, within the Hub Inter-

Continued on page 48

STREETTALK

Continued from page 9

national Canada West region. Grande Prairie partners **Bruce George**, **Mark Marcotte** and **Elizabeth Fiegehen** will join Hub as part of the acquisition.

The 12-year-old Grande Prairie operation arranges commercial and personal lines programs. It also has a niche in oil and gas production – an area of targeted expansion for Hub Barton.

In December 2010 Hub signed letters of intent to acquire Phoenix operations in Edmonton, Red Deer, Hinton and Drayton Valley.



Robertson

"It's a perfect strategic acquisition to strengthen Hub's positioning in the Western Canadian marketplace," says **Chad Robertson**, Hub Barton's president and CEO. "This group will significantly enhance Hub's presence in the Alberta region."

NEW MANAGERS

Cunningham Lindsey has announced the appointment of four new branch managers in Ontario and 11 regional managers.

The Ontario appointments are **Rick Bahen** (Newmarket), **Shelley Glover** (Ottawa), **Rod Greyling**, manager of commercial risk division (Mississauga); and **Hector Palma** (Barrie).

The regional appointments are **Andrew Hernandez** (B.C.), **Al Tole** (Prairies), **Paul Robertson** (North Ontario), **Mike Alwyn** (Greater Toronto), **Dan Buch** (East Ontario), **Edward O'Hearn** (Southwest Ontario), **Geneviève Beaulieu** (Gatineau), **Richard Cuende** (Quebec City), **Sylvie Dorion** (Montreal), **Larry Hay** (Atlantic) and **Roger Persad** (Claims Management Services, national accounts).

MINNIS JOINS ESR

Elliott Special Risks LP, which has offices in Toronto and Montreal, has opened an office in Vancouver.

"I'm looking forward to building our presence in B.C.," says marketing rep **Glenn Minnis**, formerly the senior production underwriter for Ecclesiastical Insurance.

In business for 45 years, ESR is known for its expertise in unusual commercial cover. Its president is **Mario Sousa**. The firm was acquired in 2009 by



Minnis

Markel International.

Toronto-born (Bahamas-raised) **Minnis** can be reached at 604-738-1033 (toll-free 888-744-1033) or by e-mail at gminnis@elliottsr.com.

PETER LEITCH PASSES

Peter Gordon Leitch, who helped put Aon Reed Stenhouse on the map as an international insurance broker in the



Peter Leitch

1960s and '70s, whose career highlights included senior roles with the firm, its precursors and affiliates in Calgary, Toronto, New York and Bermuda, has passed away. He was 83.

"He was around for the genesis of the oil business in Alberta," said son **David Leitch**, a senior VP with Willis in Vancouver. "He made his mark solving those problems."

Benson Leitch, the second of Leitch's five children to work in the insurance industry, is a senior VP with GCan Insurance Company in Toronto.

"We were born into the business," **David** said.

The senior Leitch, who was born in Kerrobert, Sask., is also survived by wife **Betty** and children **Cindy**, **Pamela** and **Peter**. He had 13 grandkids.

"He will always be remembered as a fun, loving, kind and generous man," said **David**. "He was devoted to the happiness and success of his family."

DISTRICT MANAGER

Dan Loosemore has been appointed contractor connection district manager at Crawford & Company Canada.

Said **Jim Eso**, VP, national property & casualty, "Dan brings a wealth of knowledge and experience in the contractor field and his sales and operations experience will assist us in expanding both our contractor network and our insurance company client base for this product."

In other news at Crawford, **Michael Mooney** has been appointed VP, class action services. Mooney, who has been with the firm since 2008, will be responsible for maintaining client relationships as well as developing new business opportunities.

APPOINTMENTS

The Vancouver office of BFL Canada has recently added depth to its lineup. **Rick Adam**, formerly with the firms FM Global, Chartis and Willis, joined the brokerage as its loss control engineer. **Adams** graduated with honours from the University of B.C.'s faculty of metals and

Continued on page 51

to our ADVERTISERS InsuranceWest Now COAST-TO-COAST!

Advertisers can reach their target markets from the Maritimes to B.C. through the pages of *InsuranceWest* magazine.

We've added Canada's eastern provinces to our circulation – now 12,000 brokers, insurers, risk managers and adjusters nationwide.

To discuss how you can best reach YOUR target market, contact **Linda Helme**, **Jim Bensley** or **Fran Burnside** at 604-874-1001, toll-free at 1-800-888-8811, or by email at manager@insurancewest.ca.

www.insurancewest.ca