

January 2009

Ropner Insurance Services joins NAPSLO

The trade association representing the surplus lines insurance market

Ropner Insurance Services (www.ropnerins.co.uk) has been accepted as a member of **The National Association of Professional Surplus Lines Offices** (NAPSLO), the trade association representing the surplus lines insurance market.

Richard Steel, CEO of Ropner Insurance Services, commented:

"The Ropner Insurance Surplus Lines broker team are delighted to be accepted as members of NAPSLO. The Ropner Surplus Lines broker team cover many speciality areas of risk including marine, aviation, catastrophe cover and professional indemnity."

The surplus lines insurance industry is important because it provides a market for insurance covering hard to place risks that are not written by the standard markets. With the ability to accommodate a wide variety of risks, the surplus lines market acts as a compliment to the admitted market. Often called the 'safety valve' of the insurance industry, surplus lines fills the need for coverage in the marketplace by insuring those risks that would otherwise not be protected.

Surplus lines companies are able to offer specialty insurance in large part because they are free of rate and from restrictions imposed on other insurance carriers. In this way, companies are able to react to changes in the market and design a policy that meets the needs of the insurer and the insured.

NAPSLO Members must meet financial and conduct standards in order to join the association and members must follow a code of ethics in dealing with customers and companies. Dealing with a NAPSLO member ensures that you are dealing with a knowledgeable surplus lines broker or company.