



### ANDREW BARILE CONSULTING CORPORATION, INC.

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#### Short Biography:

Andrew Barile Consulting Corporation, Inc., is a strategic insurance and reinsurance consulting firm providing unique and creative insurance solutions to members of the insurance industry. Completely independent, the firm is available to serve you, the Client, and provide value added services.

To provide insurance and reinsurance expertise to gain client satisfaction and expand long-term relationships. To foster consistent recognition within the insurance/reinsurance industry for past achievements.

Andrew J. Barile, CPCU (40 years of experience)

#### Education

- BBA, The College of Insurance, New York City
- MBA, New York University (Stern's Business School) (International Finance and Business)
- Anglo-American Fellowship to work at Lloyd's of London and the British Insurance Market

#### Professional Designation

- CPCU

#### Professional Experience

Mr. Barile's insurance expertise, expands the entire insurance distribution system. He has either owned or has been employed by the following types of insurance firms:

1. Wholesale insurance broker/excess and surplus lines.
2. Managing General Agency on behalf of both admitted and non-admitted insurance companies.
3. Admitted and non-admitted insurers.
4. Reinsurance Intermediary
5. Direct-writing reinsurer
6. Broker Market Reinsurer
7. Bermuda Reinsurer
8. Captive Insurer

He has an intricate knowledge of the insurance and reinsurance industries, having been a practitioner in all phases of the industry.

I have been active in the property-casualty insurance and reinsurance industry for 40 years.

Presently, I am President of Andrew Barile Consulting Corporation, Insurance and Reinsurance Consultants.

Starting in 1960, I was an underwriter for Commercial Union Insurance Group, The Home Insurance Company, Phoenix of London Group, and The Great American Insurance Companies, focusing on writing large commercial insurance accounts, retro-rated accounts, self insured retention accounts, umbrella liability accounts, etc.

I was a reinsurance underwriter and officer for North American Reinsurance Corporation (Swiss Re Group) and American Re-Insurance Company. In 1972, I started a reinsurance company, Howden Reinsurance Corporation, for an Excess and Surplus Lines wholesaler/MGA, Wohlreich and Anderson, Ltd., and served as the Executive Vice President and as a Director.

I formed Andrew Edwards and Co., Inc., a Reinsurance Intermediary company in 1977, and served as its Chairman. In 1979, I co-founded ANECO Reinsurance Company, Ltd., the first publicly held Bermuda Reinsurance Company. I was President of Aneco Property and Casualty Surplus Lines Insurance Company and Aneco Syndicate, Inc. at the New York Insurance Exchange.

I was an insurance consultant for ten (10) years, through my company, Insurance Agency Programs, Inc., as such, I assisted: insurance agents to find them insurance company markets, corporations in helping them to establish offshore insurance companies, and insurers in assisting them to identify specialty niche insurance programs. I also designed and delivered educational programs throughout the United States on the subject of Developing, Implementing and Managing Specialty Niche Insurance Programs.

In 1997, I joined Arrowhead General Insurance Agency, Inc., a managing general agency, as President of its Commercial Insurance Division. Under my tenure, I grew the division to \$40 million of annual premiums.

In 1970, I graduated from The College of Insurance in New York City with a BBA Degree and received my CPCU designation. I earned a MBA in International Finance and Business from NYU Business School (Stem's Business School) with my Masters Thesis on Captive (Offshore) Insurance Companies. I also won the Anglo-American Fellowship to study at Lloyd's of London and the British Insurance company market.

**Books and Publications that I have written:**

1. Reinsurance ...A Practical Guide (1977), The College of Insurance Library.
2. The Captive Insurance Company ... An Emerging Profit Center (1978), The College of Insurance Library.
3. A Practical Guide to Finite Risk Insurance and Reinsurance (1995), John Wiley and Sons, Inc.

**Some of the articles I have written and interviewed for include:**

(a) Finding Insurance Company Markets for Agents - The Role of the Specialty Insurance Program intermediary, CPCU Bulletin, 1987.

(b) Consultant Plays Agent - Company Matchmaker, by Colleen Mulcahy, The National Underwriter, September 11, 1989.

I have written additional articles that have appeared in the National Underwriter, Insurance Advocate, Florida Insurance News, Business Insurance, Forbes Magazine, and the Insurance Journal.

Please see our other website: [www.fairbanks-group.com](http://www.fairbanks-group.com)

**ANDREW J. BARILE, CPCU**  
*WRITES AND SPEAKS NATIONALLY*

Mr. Barile writes and speaks nationally on Reinsurance, and other insurance litigation-related topics, and he has been quoted as an authority on these topics in such publications as the New York Times, The Wall Street Journal, The Financial Times, The San Diego Union Tribune, Business Insurance, The Insurance USA Today, Reuters, Advocate, The National Underwriter and CBS Market Watch.

He is currently a member of the International Insurance Society of New York.

**Recent Articles of Andrew J. Barile**

1. Please see website [www.abarileconsult.com](http://www.abarileconsult.com).
2. Strategic Advisory Boards: Finding a Solution to Unexpected Situations, Insurance Journal ... May 16, 2004.
3. A Closer Look at Captives, Insurance Advocate, September 13, 2004.
4. Worldwide Reinsurers All Financially Impacted by World Trade Center Tragedy, Regulatory and Legislative Section Quarterly, CPCU Society, April 2002.
5. Access to Fronts for Captive Insurers, Risk Transfer Magazine, January 2003.
6. Alternative Opinion, Captive Review, April/May 2004.
7. Advisory Boards Can Assist Agents in Running Their Businesses, Best's Review, August 2004.
8. Agents, Insurance Company Market's Aren't Always Going to Come to You, Insurance Journal, 2004.
9. Finding Insurance Company Markets for Agents, Agent & Broker Solution, CPCU Society, August 2003.
10. How Offshore Insurance Is Being Used to Provide Sophisticated Risk Management Solutions for Corporations, Agents, Insurers and Reinsurers, Offshore Finance, 2002.
11. Insurers Will Need Help in Managing the Reinsurance Buying Process, November, 2004.
12. Outsourcing Technology Overseas on Behalf of the United States Property-Casualty Insurance Industry, Personal Lines Section Newsletter, CPCU Society, November, 2004.

**REINSURANCE BOOKS AUTHORED BY ANDREW J. BARILE**

- A Practical Guide to Financial Reinsurance
- Reinsurance ... A Practical Guide, 2001
- A Practical Guide to Finite Risk Insurance and Reinsurance
- The Captive Insurance Company ... An Emerging Profit Center
- The Agent Owned Captive Insurance Company, 2001