

# F96000002337

## TRANSMITTAL LETTER

TO: Qualification/Tax Lien Section  
Division of Corporations

SUBJECT: Hilb, Rogal and Hamilton Company of Pittsburgh, Inc.  
(Name of corporation - must include suffix)

Dear Sir or Madam:

000001781850  
-04/28/96--01155--014  
\*\*\*\*\*78.75 \*\*\*\*\*8.75

The enclosed "Application by Foreign Corporation for Authorization to Transact Business in Florida", "Certificate of Existence", and check are submitted to register the above referenced foreign corporation to transact business in Florida.

Please return all correspondence concerning this matter to the following:

Elaine Parrish

(Name of Person)

W96-8770

Hilb, Rogal and Hamilton Company of Pittsburgh, Inc.

(Firm/Company)

333 Forbes Avenue, Warner Centre

(Address)

Pittsburgh, PA 15222

(City/State/Zip)

905/9  
96 MAY -9 PM 1:43  
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SECRETARY OF STATE  
DIVISION OF CORPORATIONS

Should you need to call someone concerning this matter, please call:

Elaine Parrish

(Name of Person)

at ( 412 ) 645-8582

(Area Code & Daytime Telephone Number)

### COURIER ADDRESS:

Qualification/Tax Lien Sec.  
Division of Corporations  
409 E. Gaines St  
Tallahassee, FL 32399

### MAILING ADDRESS:

Qualification/Tax Lien Section  
Division of Corporations  
P. O. Box 6327  
Tallahassee, FL 32314



A New York Stock Exchange Company ("NYSE")

**HILB, ROGAL AND HAMILTON COMPANY  
OF PITTSBURGH, INC.**

WARNER CENTRE  
333 FORBES AVENUE  
PITTSBURGH, PA 15222  
PHONE: (412) 281-3353  
FAX: (412) 281-3276

Writer's Direct Dial Number: (412) 646-8582

April 18, 1996

Qualifications/Tax Lien Section  
Division of Corporations  
P.O. Box 6327  
Tallahassee, FL 32314

**Re: Hilb, Rogal and Hamilton Company of  
Pittsburgh, Inc.**

Gentlemen:

Enclosed are the items necessary to register our firm with the State of Florida. If anything additional is needed, I can be reached at (412) 645-8582. Thank you.

Sincerely,

A handwritten signature in cursive script, appearing to read "Elaine Parrish".

Elaine D. Parrish

/edp

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FLORIDA DEPARTMENT OF STATE

Sandra B. Mortham  
Secretary of State

April 24, 1996

ELAINE PARRISH  
HILB, ROGAL AND HAMILTON COMPANY C.F. PITT  
333 FORBES AVE., WARNER CENTER  
PITTSBURGH, PA 15222

SUBJECT: HILB, ROGAL AND HAMILTON COMPANY OF PITTSBURGH, INC.  
Ref. Number: W96000006770

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26 MAY -9 PM 1:43

We have received your document for HILB, ROGAL AND HAMILTON COMPANY OF PITTSBURGH, INC. and your check(s) totalling \$78.75. However, the document has not been filed and is being retained in this office for the following:

You have submitted a certificate from the Insurance Department of Pennsylvania. What we require for our filing purposes is a certificate of existence or good standing issued by the Secretary of State's office.

A certificate of existence, dated no more than 90 days prior to the delivery of the application to the Department of State, duly authenticated by the secretary of state or other official having custody of the records in the jurisdiction under the laws of which it is incorporated/organized, must be submitted to this office. A translation of the certificate under oath of the translator must be attached to a certificate which is in a language other than the English language. A photocopy of this certificate is not acceptable.

Please return your document, along with a copy of this letter, within 60 days or your filing will be considered abandoned.

If you have any questions concerning the filing of your document, please call (904) 487-6095.

Jennifer Sindt  
Document Examiner

Letter Number: 696A00019265



A New York Stock Exchange Company ("HRH")

**HILB, ROGAL AND HAMILTON COMPANY  
OF PITTSBURGH, INC.**

WARNER CENTRE  
333 FORBES AVENUE  
PITTSBURGH, PA 15222  
PHONE: (412) 281-3353  
FAX: (412) 281-3276

Writer's Direct Dial Number: (412) 648-0882

May 6, 1996

Florida Department of State  
Jennifer Sindt  
Document Examiner  
Division of Corporations  
P.O. Box 6327  
Tallahassee, FL 32314

**Re: Certificate of Good Standing  
Hilb, Rogal and Hamilton Company  
of Pittsburgh, Inc.**

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Dear Jennifer:

As per the attached request, enclosed is the original Certificate of Good Standing from the Commonwealth of Pennsylvania Department of State, verifying Hilb, Rogal and Hamilton Company of Pittsburgh, Inc. is a corporation in good standing in the state of Pennsylvania.

If anything further is needed, please let me know. Thank you.

Sincerely,

A handwritten signature in cursive script that reads "Elaine Parrish".

Elaine D. Parrish

/edp

Enclosure

**APPLICATION BY FOREIGN CORPORATION FOR AUTHORIZATION  
TO TRANSACT BUSINESS IN FLORIDA**

**IN COMPLIANCE WITH SECTION 607.1501, FLORIDA STATUTES, THE FOLLOWING IS  
SUBMITTED TO REGISTER A FOREIGN CORPORATION TO TRANSACT BUSINESS IN THE  
STATE OF FLORIDA:**

1. Hilb, Rogal and Hamilton Company of Pittsburgh, Inc.  
(Name of corporation: must include the word "INCORPORATED" "COMPANY", "CORPORATION" or words or abbreviations of like import in language as will clearly indicate that it is a corporation instead of a natural person or partnership if not so contained in the name at present.)
2. Pennuylvania  
(State or country under the law of which it is incorporated)
3. 62-1135574  
(FEI number, if applicable)
4. April 21, 1982  
(Date of Incorporation)
5. Perpetual  
(Duration: Year corp. will cease to exist or "perpetual")
6. Upon Qualification  
(Date first transacted business in Florida. (SEE SECTIONS 607.1501, 607.1502, AND 817.155, F.S.))
7. 333 Forbes Avenue, Warner Centre  
Pittsburgh, PA 15222  
(Current mailing address)
8. Insurance  
(Purpose(s) of corporation authorized in home state or country to be carried out in the state of Florida)
9. **Name and street address of Florida registered agent: (P.O. Box or Mail Drop Box NOT acceptable)**  
Name: Hilb, Rogal and Hamilton Company of Orlando  
Office Address: 201 East Pine Street, Suite 400  
Orlando, Florida, 32801  
(Zip Code)

**10. Registered agent's acceptance:**

*Having been named as registered agent and to accept service of process for the above stated corporation at the place designated in this application, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relative to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.*

  
(Registered agent's signature)

11. Attached is a certificate of existence duly authenticated, not more than 90 days prior to delivery of this application to the Department of State, by the Secretary of State or other official having custody of corporate records in the jurisdiction under the law of which it is incorporated.

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12. Names and addresses of officers and/or directors: (Street address ONLY- P. O. Box NOT acceptable)

A. DIRECTORS (Street address only- P. O. Box NOT acceptable)

Chairman: Alvin Rogal  
Address: 333 Forbes Avenue, Pittsburgh, PA 15222  
Vice Chairman: Robert M. Frankel  
Address: 333 Forbes Avenue, Pittsburgh, PA 15222

Director: Robert H. Hilb.  
Address: 4235 Innslake Drive  
Glen Allen, VA 23060

Director: Andrew L. Rogal  
Address: 4235 Innslake Drive  
Glen Allen, VA 23060

B. OFFICERS (Street address only- P. O. Box NOT acceptable)

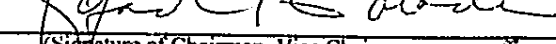
President: John P. McGrath  
Address: 333 Forbes Avenue  
Pittsburgh, PA 15222

Vice President: Richard F. Galardini  
Address: 333 Forbes Avenue  
Pittsburgh, PA 15222

Secretary: Dianne F. Fox  
Address: 4235 Innslake Drive  
Glen Allen, VA 23060

Treasurer: Timothy J. Korman  
Address: 4235 Innslake Drive, Glen Allen, VA 23060

NOTE: If necessary, you may attach an addendum to the application listing additional officers and/or directors.

13.   
(Signature of Chairman, Vice Chairman, or any officer listed in number 12 of the application)

14. Richard F. Galardini, Executive Vice President  
(Typed or printed name and capacity of person signing application)  
Richard F. Galardini, Executive Vice President

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HILB, ROGAL AND HAMILTON COMPANY OF PITTSBURGH, INC.  
DIRECTOR & OFFICER LISTING

DIRECTORS

Robert H. Hilb  
Andrew L. Rogal  
John C. Adams, Jr.

OFFICERS

Alvin Rogal  
Chairman

Arthur G. Fidel.  
Vice Chairman

Robert M. Frankel  
Vice Chairman

John P. McGrath  
President &  
Chief Executive Officer

William K. Lieberman  
Executive Vice President

Kevin E. Bethel  
Executive Vice President

Richard F. Galardini  
Executive Vice President

James W. Philpot  
Vice President

Robert H. Hilb  
Vice President

Thomas F. Pegg  
Vice President, Risk Mngt Services

Chas DeStefano  
Vice President, Sales

Arthur J. Sales  
Vice President &  
Chief Financial Officer

Jeffrey L. Morse  
Vice President, Service

Erin K. Scott  
Assistant Vice President

Timothy J. Korman  
Treasurer

Dianne F. Fox  
Secretary

Walter L. Smith  
Assistant Secretary

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COMMONWEALTH OF PENNSYLVANIA  
DEPARTMENT OF STATE

MAY 02, 1996

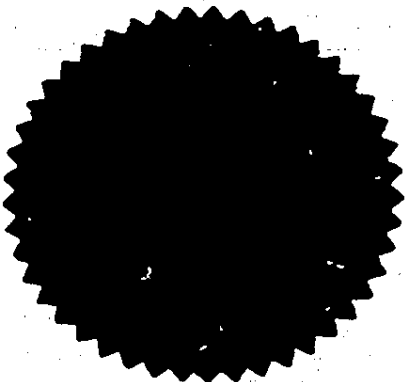
TO ALL WHOM THESE PRESENTS SHALL COME, GREETING:

I DO HEREBY CERTIFY THAT,

HILB, ROGAL AND HAMILTON COMPANY OF PITTSBURGH, INC.

is duly incorporated under the laws of the Commonwealth of Pennsylvania  
and remains a subsisting corporation so far as the records of this office  
show, as of the date herein.

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SECRETARY OF STATE  
DIVISION OF CORPORATIONS  
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IN TESTIMONY WHEREOF, I have  
hereunto set my hand and caused  
the Seal of the Secretary's  
Office to be affixed, the day  
and year above written.

Secretary of the Commonwealth

DPOS