

## AFFILIATED COMPANIES

**Centennial Casualty Company** – An A.M. Best “A” Rated, Alabama domiciled property and casualty insurance and surety company that provides check and title and other specialty coverages to the automobile auction and related industries.

**Woodcrest Services, Inc.** – provides consulting, brokerage and agency services for a wide variety of customers including Centennial Casualty Company.

**AutoTec, LLC** – Through its Auction ACCESS® program, provides an automobile dealer database and auction registration mechanism to wholesale automobile auctions.

**Red Mountain Technologies, LLC** – provides AutoCheck Vehicle History Reports and other services to automobile auctions and insurance companies.



**ROBINSON-ADAMS  
INSURANCE**

### Contact us

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## ROBINSON-ADAMS INSURANCE

*A Commitment to Service for Over a Century*

## PROVIDING SOLUTIONS TO RISK MANAGEMENT PROBLEMS



## A commitment to service that began in 1888 continues into the twenty-first century.

### WHO IS ROBINSON-ADAMS INSURANCE?

Robinson-Adams Insurance is a six-generation, family-owned business based in Birmingham, Alabama, dating back to the 1880's. Our mission is to provide valuable service to our clients by assessing and providing solutions to their problems through a diligent, motivated, talented staff that is doing challenging work in a supportive and enjoyable team environment.

Robinson-Adams is an independent, general property and casualty insurance agency that provides risk management and insurance services including brokerage, consulting, captive formation and management, insurance placements, loss prevention and claims handling services. We serve a wide variety of commercial and personal lines customers. Robinson-Adams specializes in the insurance and risk management needs of financial institutions, the automotive industry, long-term care providers, truckers, educational institutions, professional organizations, real estate, contractors, manufacturing, mining, gaming, retailers, distributors, and others.

Robinson-Adams owns its own property and casualty insurance company—Centennial Casualty Company (“A” rated by A.M. Best) and has contracts with numerous insurance companies and wholesale brokerage companies. Robinson-Adams is also a direct correspondent at Lloyd's of London.

### PROVIDING SOLUTIONS TO INSURANCE AND RISK MANAGEMENT PROBLEMS

*Wholesale Automobile Auctions needed protection from bad checks and bad title claims.*

Thomas J. Adams created a new product, Check & Title Insurance, which Mr. Adams first provided as an agent through other carriers and then through his own carrier, Centennial Casualty Company.

*Alabama Nursing Homes needed risk management services and meaningful, but affordable, professional liability services.*

Robinson-Adams Insurance, through its Health Care Risk Management Services division, provided risk management services and helped the long-term care providers develop and manage a captive professional liability insurance program.

*Automobile Auctions were having difficulty obtaining garage liability insurance coverage.*

Robinson-Adams started an exclusive garage liability insurance program for wholesale auctions including risk management services.



William S. Dodson, Anderson L. Glenn, J. William Blair, and Gil Ferguson



Michael J. Rohdy, Carl Warren, and Wesley Brister



Dave Floyd, Bob Wilkins, and Dave Kendrick



Michelle Skaggs, Martha Acker, Lavonya K. Chapman, and Bobbi Harper

## Our success is our people.

Robinson-Adams' strength is its people. In our staff of over 150 people, Robinson-Adams has numerous professionals including several with law degrees, MBA's, CPA's, CPCU's, Nursing Degrees, CRM's and CIC designations. As a longtime member of Affiliated Insurance Services (AIS), Robinson-Adams has correspondent offices in major cities throughout the United States of America.

### AN EXPERIENCED MANAGEMENT TEAM

**Richard Adams** and **Tom Adams**, principals of Robinson-Adams, each have the CPCU designation and have been associated with the firm for over thirty years. Richard Adams is the Chief Executive Officer and Principal of Robinson-Adams.

**William S. Dodson, Jr.**, JD, CIC, the President of Robinson-Adams, holds a law degree from Vanderbilt University. Mr. Dodson practiced law for eleven years and has been with Robinson-Adams since 1993. **Edward M. Glenn**, CPCU, CLU, CIC, holds both a Masters and a PhD in Insurance from the Wharton School and heads the Glenn & Company division of Robinson-Adams. His son, **Anderson L. Glenn**, who has an MBA degree from the University of Alabama, also works with the Glenn & Company division. **J. William (Billy) Blair** holds a BA from Vanderbilt and has earned his CIC designation. He joined our company in 2006. **Gil Ferguson** is a Producer at Robinson-Adams in the general

Property & Casualty department. Gil graduated from the University of Georgia with a major in finance and real estate. Gil's main focus is to provide solutions to risk management and insurance problems of a broad range of small to large businesses.

**Carl Warren**, Vice-President and CPCU, and **Michael J. Rohdy**, Vice-President, manage the Automobile Auction Risk Management division of Robinson-Adams. Together, they have over forty years experience with the automobile auction industry. **Wesley Brister** is a Producer at Robinson-Adams Insurance and joined the Garage Liability department in 2006. He is specializing in servicing and selling to the auto transportation, collateral recovery and auto dealership markets.

**Bob Wilkins**, Office Manager, **Dave Kendrick**, Equipment Maintenance Insurance Specialist, and **Dave Floyd**, Marketing Specialist, are producers and marketers with combined insurance experience of over seventy-five years.

**Martha Acker**, CIC, CRM, CHSP, is a Vice-President of Robinson-Adams and the Executive Director of the Health Care Risk Management division that provides risk management, insurance and alternate risk financing services to the long-term care and health care industries. **Michelle Skaggs**, RHIA, directs a staff of six professionals who provide risk management services. **Lavonya K. Chapman**, RN, JD, manages the Claim Services department that includes claims adjusters and other professionals holding nursing, law and other advanced degrees. **Bobbi Harper**, who has over thirty years experience, directs the underwriting function of the division.



Tom Adams and Richard Adams, principals



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