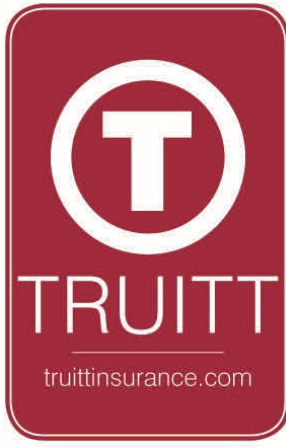


THE TRUITT NEWS

THE OFFICIAL SKINNY FROM TRUITT INSURANCE & BONDING INC.



CONGRATS:

To: **Andrew Loveman** of Southpace Properties on his installation as the 2012 President of the Alabama CCIM Chapter. Andrew is a great guy and commercial real estate dynamo. Hopefully all of this power will not go to his head.

To: **Andrew Edward's & Ryan Ferris** (Dunn Building Co.); **Susan Bivins** (TL Wallace); **Joe McGovern** (HOAR Construction); **David Pugh** (Bradley Arant); **Jim Griffo** (Gresham Smith); **Greg Robinson** (LBVD); **Randy Tardy** (SCORE); **David Wanhatalo** (Burr Forman); **Simon Yendle** (Kahn); and **Michael Breed** (Carriage House Concepts) for all being named to the Design-Build Institute's South Region 2012 board of directors.

To: **Davis Goodson** on being promoted to EVP & Senior Leader at National Bank of Commerce. Also, to **Keith Johnson** who joins as VP and mgr of commercial banking for Birmingham market.



John Truitt outside his old stomping grounds. JHT, a proud 1956 graduate worked 5 years in Montgomery before settling into the insurance industry over 50 years ago. A smart move for him that has turned out great for all of us.

JHT REACHES 50 YEAR MARK IN INSURANCE

A lot of things probably happened on February 12, 1962. None of them were more important to us than John Truitt's first day working in the insurance industry for a small carrier in Montgomery named Gulf American Insurance Company. Fifty years later, here we all are. In a career that has seen him work on both the company side and the agency side, there is not a lot he has not seen. He has handled accounts for people just opening the doors to their businesses to large multi-national corporations. He is determined to remain as active as ever and plans to continue working until he reaches 106 (up from 100).



Truitt's Matt Denton with WECA's Sally Hathcock after the big win in Montgomery.

A BIG WIN FOR WECA

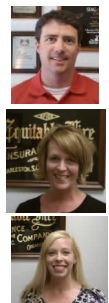
We would like to congratulate the West Etowah County Water Authority on winning this year's best-tasting-water contest. Held at the Montgomery Renaissance Hotel during the Alabama Rural Water Association's March Conference, WECA held on to beat out the Douglas Water System for first place. The conference was a lot of fun with a great group of people. All of our state's water professionals do a fantastic job in an industry that is absolutely vital to all of us.



THERE'S A LOT GOING ON AT TRUITT: MEET THE NEW FOLKS

We have had a lot of changes happening at Truitt in 2012 we want to let you know about:

- Longtime Truitt stalwart **Jeff Rodgers** decided to make a change and go to work with the Associated General Contractors of Alabama, a group we have been a part of for almost 20 years. We wish him much success with an outstanding organization.
- **Jarrod Glasgow** has joined our sales force and will be hitting the streets to write your business & surety insurance. We will have him well armed to work with you.
- **Joy McLaughlin** recently came on board from Allstate and will be working with our home & auto clients. With rates rising on home and auto coverage, make sure you get in touch with her and let her help find you the best deal out there.
- **Jessica Burch** just joined us and will be working as our commercial accounts service manager. Jessica has close to 10 years of insurance experience working with accounts from start-ups to large corporate business.



Did you know that ten hours after the Titanic actually sank, Lloyd's of London agreed to insure the ship? Without today's communication abilities, the underwriter only understood a "slight mishap" had occurred to an "unsinkable" ship. It was late, he wanted to go home, so he bound coverage. The next morning, he realized his new account was resting on the ocean's floor.



MORE OPTIONS FOR OUR SURETY CLIENTS

We would like to welcome our two newest surety partners to TEAM TRUITT, Granite Re and Star Surety. We are excited to have even more options to work with our contractor clients during these challenging economic times. Bond programs are critical to survival and both of these companies provide proven solutions. Let's put them to work for you.

CONGRATS:

To: **Mike Baker**, managing partner of Dent-Baker & Co., on being named to the Samford University Brock School of Business Dean's Advisory Board.

To: **Beau Byrd** of Bradley, Arant, Boulton, Cummings, LLP. (President) and **Trey Clegg** of Brasfield & Gorrie (Vice President) on being named officers on the 2012 Alabama Chapter of NAIOP Board (National Association of Industrial & Office Properties). Other board members include **Jim Griffo** of Gresham Smith and Partners; **Deborah McGill** of EGS Commercial Real Estate; **Meredith Ray Calhoun** of Corporate Realty; **Bryan Holt** of Southpace Properties; **Doug Neil** of Daniel Corp.; and **Philip Yost** of Colonial Properties Trust.

To: **Christopher Thames** of J.H. Berry & Gilbert Inc. for leasing 1,460 square feet of office space to the US Army in Birmingham's Ash Place Building.

To: **Jim Dixon** and Arlington Properties on the new projects they have underway in Birmingham including The Hill in Homewood and Tapes try Park on Montclair Road.

To: **Chris Zarzaur** of Chris Z's in Lakeview on opening Red Mountain Expresso in Homewood.

To: **J. Alan Truitt** of Maynard Cooper & Gale P.C. on being named the Environmental Litigation "Birmingham Lawyer of the Year" by Best Lawyers in America.

To: **Bill & Ceil Heath**, bringing home their newest addition, Charlie, on 1/30/12.



VESTAVIA HILLS

CHAMBER of COMMERCE

Together. A better future for Vestavia Hills.

NEW BOARD INSTALLED

Congratulations go out to the newly inducted 2012 officers and directors of the Vestavia Hills Chamber of Commerce.

Installed at the January 17th Chamber

luncheon were Martha Cook (chairman); John Henley (chairman-elect); Leigh DeWitt (Vice-Chairman of Membership Development); Ann Hamiter (Vice Chairman of Community Affairs); Kay Wilburn (Vice Chairman of Programming); Charlie Shell (Vice Chairman of Public Education); Ben Chambliss (Treasurer); Mark Macoy (Legal Counsel); Paul Sumner (Immediate Past Chairman) and Janet Holcomb (Past Chairman). Directors are Angie McEwen; Derek Meek; Linda Parker; Joe Perez; Rob Richardson; James Robinson; and Dr. Charles A. "Scotty" McCallum. Chamber President is Karen Odle. For more information about the VH Chamber, go to www.vestavi hills.org, or just come to one of their monthly luncheons held at the Vestavia Hills Country Club. They have a good crowd on hand each month for the luncheon and absolutely know how to cook up some mean fried chicken.

Recent Successes

In the past few months we have been active writing all kinds of new accounts. We work all over the state. Some examples of what we have been working on include:

- Contractor's Builders Risk
- Churches (all over AL)
- Fertilizer Plant (South Alabama)
- Private Water Company (all over AL)
- Probate Bond (Birmingham Area)
- Dr.'s Office (Birmingham area)
- Retail Store (Birmingham area)
- Portfolio of Rental Houses
- Restaurant (Birmingham Area)
- HVAC Contractor (Birmingham Area)
- Real Estate E & O (Birmingham Area)
- Notary Bonds
- Contractor Perf. & Pay Bonds (all over AL)
- Dentist Office (Birmingham Area)
- Apartments (North Alabama)-
- Personal Residences, Autos & Umbrellas

Give us a shout if we can be of help. We would love an opportunity to work with you.



AFDA Mid-Winter Meeting

The Truitt gang had a big time at the Alabama Funeral Director's Mid-Winter Meetings this January. Denise Edmisten and the board all did a fantastic job putting together the continuing ed classes as well as a packed exhibit hall. Truitt is proud to be members of the AFDA.

TRUITT FRIENDS PULL



Remember to "Like" the Truitt Insurance & Bonding FB page to get in on the Truitt FB Friends Pull. A \$25 American Express gift card is on the line at the end of each month. Congrats to our first three winners: Ashley Kirby (Jan), Kirk Parker (Feb), and Gary Johnson (March). We hope every nickel went to something really fun.

PINEWOOD SUCCESS

Congrats to Zach Truitt, 7, for picking up a best-design trophy on his first ever Pinewood Derby entry (VH Pack 352). Following in a long line of Truitts, he may not have been the fastest, but he sure was good-looking!



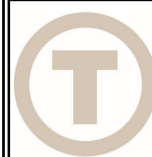
SHE SAID IT BEST:

The Road To Success Is Always Under Construction.

- Lily Tomlin

If that's true, the Road to Success must have been running down I-65 through Pelham.

in Get LinkedIn with Tony Truitt today!



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