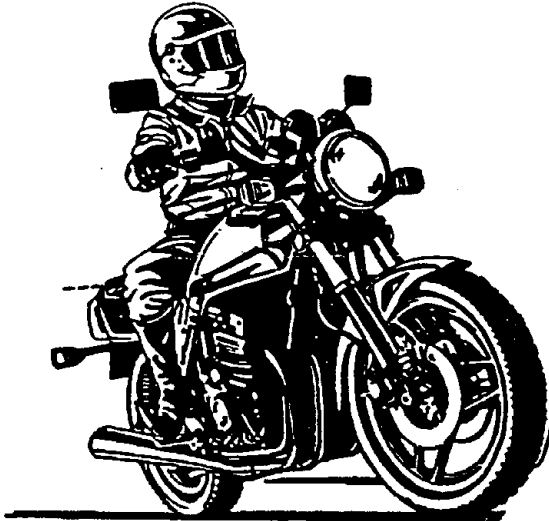


Surplus Line Managers, Inc.,

152 So. Mast Rd., PO Box 490, Goffstown, NH 03045-0490 FAX (603) 882-1843 TEL (603) 883-1776

Spring is just around the corner and....



so is MOTORCYCLE season!

Surplus Line Managers, Inc. has just finalized an exclusive contract with a newly admitted "A rated" carrier to provide a competitive Motorcycle market in the states of Maine, New Hampshire and Vermont. The filings have just been approved in both New Hampshire and Vermont, effective February 1, 1998, and are pending in Maine.

Program Features:



- 25% Transfer /Renewal Discount
- 15% Commission on New Business
- 12 1/2% Renewal Commission
- Bodily Injury Limits up to \$100,000/300,000
- Property Damage Limits up to \$50,000

- \$10 Touring Bike Endorsement includes:
 - Towing and Labor;
 - Trip Interruption;
 - Cycle Safety Apparel;
 - Helmet Collision Coverage
- Tour Rider and Harley Tour Rider Programs in addition to the Standard Program
- Direct Bill (after initial down-payment)

Applications and Rate and Underwriting Guides are on the way to the printer and should be ready by February 15. Please call or write to Sarah Levesque or Dan Ehrbar to order your supply.

THE ADDITION OF THESE TWO NEW EXCLUSIVE PROGRAMS SOLIDIFIES SLM'S POSITION AS THE PERSONAL LINES MGA SERVING NORTHERN NEW ENGLAND FOR 38 YEARS.

AND DON'T FORGET TO CALL US FOR YOUR NEEDS IN:

MOBILE HOMES

DWELLING FIRE

CPL

WATERCRAFT

JET SKIS

PERSONAL UMBRELLA.