



## Delta Celebrates 50 Years

“Throughout its 50 year history, Delta is most proud of the friendships and relationships with its carriers and especially with its agents and CSR’s in over 200 cities throughout Texas,” stated by Mr. Bill Fink, President and CEO of Delta General Agency Corp since 1997. Additionally,” continues Fink, “supporting the IIAT, FIWT and numerous local associations goes to the core of building and strengthening those relationships.”

Delta General Agency Corporation was formed in 1959 by Avrohm Wisenberg, a long-time, well respected Houston retail agent, as a means of providing access by agents in Texas to certain specialized facilities. “Initially,” reports Mr. Fink, “Delta represented Lloyds of London and the Jefferson Insurance Co., but in 1971, Wisenberg formed Delta Lloyds Insurance Company of Houston Texas, to provide “admitted” insurance coverage in a more competitive and a less controlled environment. And today Delta Lloyds remains highly rated by A.M. Best & Co. with an “A-: IV” Excellent rating “with a stable outlook.”

Mr. Fink reports that “Delta experienced significant growth during the 1980’s when surplus lines grew, and we were successful in adding contracts with well known companies such as Scottsdale, Nautilus, Markel, National Indemnity and Canal.” “Concurrent with this growth,” adds Mr. Fink, “we were also expanding into Transportation and focusing on Personal Lines at high net worth customers. Throughout the intervening years, additional general agency facilities were added, including Firemans Fund and Chubb Insurance Co, until at the present time, Delta acts as a wholesale intermediary for approximately thirty admitted standard lines and non-admitted special risk carriers.”

“Of course,” exclaims Mr. Fink, “we could not have attained our success without a staff of extraordinary professionals, who directly contribute to the excellence and high standards that our agents and carriers have come to expect.” According to Mr. Fink, with the leadership of fine officers, Len Kaplan, EVP & CFO, and Dave Van Tiem, Sr. VP and Director of Commercial Lines, Delta has built a reputation for integrity, financial strength, technological leadership, innovative insurance products and extraordinary service.

“Additionally,” says Fink, “following Avrohm Wisenberg’s example, Len Kaplan and I have enjoyed the opportunity to dedicate our personal time to senior leadership roles in the TSLA, AAMGA and Surplus Lines Stamping Office of Texas.”