

# Glatfelter Insurance Group

## 1951 to Today

---

**Glatfelter**  
INSURANCE GROUP®  
An **AIG** company

# Mr. Glatfelter's Early Years

1. Born in Loganville, PA on 12/12/24
2. Learned business acumen and relationships from his father who was in the car business
3. A tragedy fueled him to a higher calling
4. He and his dog, Pal enlisted in the Marines during WWII.
5. Both were Honorably Discharged in 1946



# Started his Insurance Career



6. Started his insurance agency in 1951 in Dallastown at his dining room table
7. Extremely competitive for the business
8. Made solid relationships throughout York County for many years
9. In 1967, while playing poker with his friends, it started the ball rolling...
10. Yellow pad draft

# VFIS Incorporated

11. Selected Risk Insurance Company (NJ),  
Accident & Sickness policy in 1968
12. Firefighter's Association State of  
Pennsylvania
13. 66 out of 67
14. Independent brokers
15. Expanded into more states

APPLICATION TO  
SELECTED RISKS INSURANCE COMPANY  
FOR  
PENNSYLVANIA VOLUNTEER FIREMEN'S INSURANCE PROGRAM

Name of your Volunteer Fire Company Fayetteville Volunteer Fire Company  
Name of your Relief Association Fayetteville Firemen's Relief Association  
Situating in Fayetteville County of Franklin, Penna.  
(city, borough or township)  
Number of fire companies or fire stations to be insured 1  
Check plan desired 1 2 3 4 Annual premium \$ 363.00  
Optional medical coverage: Annual premium \$ 250.00  
If coverage for Ladies Auxiliary is to be included:  
Check plan desired 1 2 3 4 Annual premium \$           
Total Annual premium \$ 613.00  
Coverage to become effective at 12:01 A.M. 10/1/68 19 68  
Correspondence to be mailed to Robert Leake title Secty  
at the following address Box 87, Fayetteville, Pa. 17222  
Signed this 30th day of October 1968 at Fayetteville Penna.  
Signed by Robert S. Leake title Secty  
Acknowledgement of this application will be given by return mail. Policy will follow within a few days.  
If this coverage is to be issued through a Selected Risks agent or Penna. broker please complete the following:  
Name of agent or broker EPDINCO - Mc DONALD INSURANCE  
Address 250 Lincoln Way East, Chambersburg, Pa. 17226  
Are you a Selected Risks agent X-yes         -no  
If not, give us your Penna. broker's license number           
The following information is requested for statistical purposes only:  
How many pieces of fire fighting or emergency equipment are garaged in your fire house? 3  
What is the estimated number of active Volunteer Firemen in your fire company? 25

HVD-1653A



# VFIS Growth

- 16. Our 1<sup>st</sup> VFIS Regional Director (RD) in 1973
- 17. Launched our P&C product in 1973
- 18. Expanded our RDs to 20 covering 24.5 states, leaving our VFIS Sales team with 24.5 states where it's open brokerage
- 19. Continue to be the market leader in the emergency services niche
- 20. Have tenured relationships with the National organizations: CFSI, IAFC, IAFF, NFFF & the NVFC





# New Niche Programs

21. GIG serviced and later purchased NHPCO's (DC) book of Hospices & Home Health Care business since 2000
22. Purchased the S. N. Potter Agency's (CA) water and fire districts book of business in 2003
23. Developed a solution in the WI township (muni) business by building PRIME in 2005
24. Purchased Professional Underwriters Company (PUC) in 2008, adding private schools, municipalities, and water & sewer districts
25. Developed a new internal division, Glatfelter Specialty Benefits, in 2009 by moving some of our VFIS-related business into it
26. Purchased Bunker Hill's Religious and Senior Living book in 2011
27. Created Glatfelter Brokerage Services in 2023







**THANK YOU!**