Glatfelter Insurance Group 1951 to Today



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



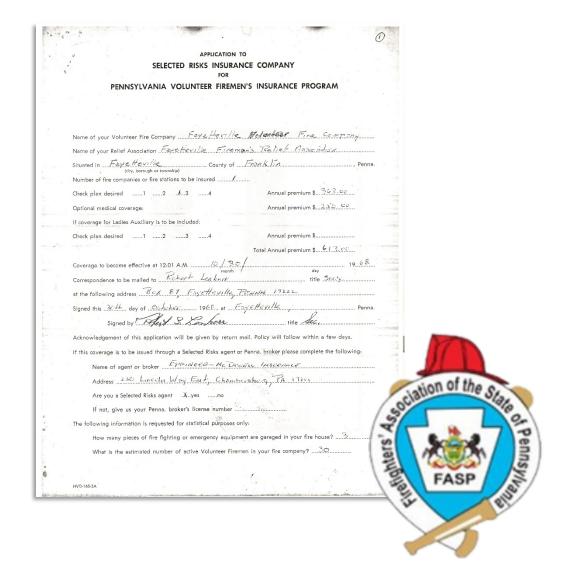


- 6. Started his insurance agency in 1951 in Dallastown at his dining room table
- 7. Extremely competitive for the business
- 8. Made solid relationships throughout York County for many years
- 9. In 1967, while playing poker with his friends, it started the ball rolling...
- 10. Yellow pad draft

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



VFIS Growth



- 16. Our 1st 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





Glatfelter® HEALTHCARE

Glatfelter®
PUBLIC ENTITIES

Glatfelter®
MINISTRY CARE

Glatfelter®
BROKERAGE SERVICES







THANK YOU!