

We are delighted to announce our new look And our new Corporate logo.

March 1, 2008

As you may know, Robert S. Seltzer, CPCU served as President of our Organization since 1969. In May 2006, B. Daniel Seltzer, CPCU was named President of our firm.

With Cohen-Seltzer in its 82nd year, we are excited to unveil our new corporate logo; only the third ever in our company's long history. Early on in our deliberations our Executive Committee opted to introduce a tagline to re-affirm our purpose and communicate who we are. After hundreds of suggestions and weeks of debate, we felt "**Guidance With Integrity**" said it all.

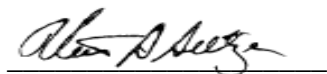
Our collective promise is to provide "**Guidance With Integrity.**" If there is ever a time you feel we have missed our mark, please call any one of us.

We also wish to announce our corporate consolidation. Those of you who purchase your personal insurance through us are familiar with the name Independent Underwriters Agency, Inc. IUA was established in 1981 as a separate entity. Today IUA is a major personal lines player in our region and it is supported by a talented and experienced team of professionals. Starting February 1, 2008 IUA has continued its operations as Cohen-Seltzer, Inc. The professionals managing your personal insurance remain the same.

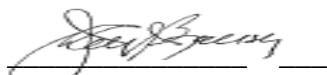
Next month we begin our fifth year in the Employee Benefits business. Now that this group is well established, we find ourselves able to offer clients the level of service and professionalism with which we were founded by Alexander S. Cohen in 1926.

Today, Cohen-Seltzer is an energetic firm, with roots in exceptional client advocacy. Many of our employees have between ten and twenty years of service focused on our commitment to our clients, "**Guidance With Integrity**".

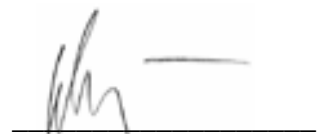
We would like to thank you for your loyalty and your confidence. We will remain fiercely competitive in Corporate, Personal and Employee Benefits Risk Management and Insurance for many years to come.



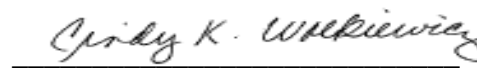
Robert S. Seltzer, CPCU
Chairman



John J. Bogansky, ARM
Senior Executive Vice President



B. Daniel Seltzer, CPCU
President



Cindy K. Wolkiewicz, CPCU, ARM
Executive Vice President