



ace westchester

# Special Issue

January 2010

## New Small Business Division

ACE announced the formation of **ACE Commercial Risk Services®**, a dedicated division providing specialty products and solutions for small businesses in North America. ACE Commercial Risk Services will customize and expand the specialty products and industry expertise that have distinguished ACE in the large and mid-size account markets to the small business market. Products will be available through wholesale, retail, program agent and alternative distribution channels.

**Dennis Crosby** has been appointed Chairman, ACE Commercial Risk Services, and **David Lupica**, who most recently served as President, ACE Westchester, Professional Lines, and oversaw ACE Westchester's small business offerings, has been named President of this new division. Dennis will continue in his current role as President and CEO of ACE Westchester.

We are excited to be expanding our long-term presence in this critical segment and will keep you informed as we further develop and launch our small business strategy.

## North American Executive Appointments

**John Lupica** has been named Chief Operating Officer, Insurance-North America. In this expanded role, he will have responsibility for the company's commercial property and casualty insurance operations in North America, including ACE Westchester and ACE Commercial Risk Services®, our newly formed small business unit. John also retains his current role as President and Chief Executive Officer of ACE USA.

**Jamie English** has been appointed Chief Operations Officer for all of ACE's North America commercial and personal property and casualty insurance businesses. Jamie will oversee systems, operations and other support functions to ensure the efficient deployment of technology and underwriting platforms. With more than 20 years of insurance industry experience, including 13 years at ACE, Jamie most recently served as President, ACE Westchester Programs, where he led ACE's specialty programs, and agricultural and crop hail business. He holds the Certified Public Accountant (CPA) professional designation.

**Joseph Casey** has been named President, ACE Westchester Professional Lines, and will have responsibility for leading overall efforts, including new business development, strategic direction and implementation of underwriting strategy, and product development of all management and professional liability products and services. Joe will report to Dennis Crosby, President and Chief Executive Officer, ACE Westchester. He replaces David Lupica, who most recently was named President of this new division, reporting to Dennis Crosby.

Joe brings to this key role more than 17 years of risk management, underwriting and business development experience in the insurance and financial services arena. He joined ACE in 2000, serving as Vice President, Product Manager for ACE USA's retail-focused Professional Risk Division. He most recently served as Senior Vice President, Management Liability for ACE Westchester's Professional Lines Division.

To learn more about ACE Westchester, please visit: [www.acewestchester.com](http://www.acewestchester.com)

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