

FORCON INTERNATIONAL

W. TAYLOR RAILTON

EDUCATION

Hartwick College, Oneonta, New York (1958) - B.S. Degree in Business Administration

CAREER HISTORY

Cupp Bonding Agency - Quakertown, Pennsylvania (January 1994 - Present)

Independent Agent and Consultant: Producing and underwriting contract surety and miscellaneous surety business. Interacting with various national surety companies on behalf of the agency.

Fidelity and Deposit Company of Maryland

Regional Vice-President (Philadelphia, PA) - May 1986 - December 1993: Assumed total control of all branch operations in the Philadelphia region. Responsible for production, underwriting, administration and profitability for the office.

Manager (Philadelphia, PA) - June 1978 - May 1986: Authority over production, underwriting and administration as they relate to surety and fidelity bonding.

Branch Manager (Pittsburgh, PA) - June 1972 - June 1978: Assumed total control of branch office. Responsible for all phases of branch operations. Production, underwriting, administration and profitability.

Special Agent (Philadelphia, PA) - April 1962 - June 1978: Worked as a production and underwriting specialist working on contract surety, miscellaneous surety and fidelity business. Advanced from special agent to assistant manager to associate manager while accepted increased authority and responsibility for production, underwriting and administration.

Special Agent (Albany, NY) - September 1960 - April 1962: Learned production and underwriting skills relating to all lines of surety and fidelity bonding.

Glens Falls Insurance Company - Glens Falls, New York (July 1958 - September 1960)

All Lines Trainee: Studied basic underwriting skills in a home office environment.