



NATIONAL INSURANCE SPECIALISTS

CORPORATE OFFICE
811 Madison Avenue
P.O. Box 2083
Toledo, OH 43603-2083

Dear ARA Member,

I regret to inform you of a recent change the American Rental Association has made that has removed all insurance suppliers as Associate Members which will prohibit us from being present at the national ARA Rental show. This change in the bylaws will also remove all insurance providers from many of your state and local associations as their bylaws require associates to be members of the national ARA. This action is to limit your access to competitive insurance pricing at YOUR Rental Show.

National Insurance Specialists has been an Associate Member, of the American Rental Association for 15 years and has been there to support you and your association through many tough times. Personally, I have been a member and attending **YOUR** Rental Show for 23 years.

I received a certified letter dated 03/31/11 from CEO Christine Wehrman of the ARA that the ARA Board of Directors voted to amend the ARA bylaws in Article II, Section 1 to read:

“...that businesses substantially engaged in providing insurance or insurance products to Rental Businesses shall not be eligible to be Associate Members.”

This is a bureaucratic move to keep you from having full access to all products available to you at YOUR Show. I am a firm believer in competition and know it is a foundation of which all American's believe in. Competition makes us stronger and sharper. This is a political move to eliminate competition and restrict your choices. The whole point of the ARA Rental Show is to have all the suppliers in one place for your convenience. Who will be removed next?

National Insurance Specialists has supported the ARA members at nearly all of its functions and events. You have seen us at many of your local association meetings and many of National Insurance Specialists people have held office on your boards and committees. We have always provided our clients with some of the most competitive and comprehensive insurance products available. It now seems that was wrong. By doing this we have been removed from ARA membership and not allowed to participate at **YOUR** Rental Show.

As word of this move has leaked out, many have called with support and to express anger with the decision. Some have even cancelled their ARA memberships. While we appreciate the support I am going to ask you to do one thing. I am attaching a letter that expresses your displeasure with the ARA decision and asks that they reconsider and restore the original wording back to the bylaws. And reinstate all insurance providers as members. You may use my letter or compose your own. If you would send them to Chris Wehrman and to the Board of Director members in your area, even your regional director, it would go far in righting this wrong.

Throughout this letter I have put the emphasis on YOUR Rental Show because that is what it has always been. This is for YOU the member not anyone else. National Insurance Specialists will continue to serve the membership and all rental dealers by providing Top "A" Rated Insurance Products, Superior Customer Service, and Quality Insurance Professionals. We appreciate your business over the years and look forward to our continued relationship as we work together during these difficult economic times. We look forward to seeing you again at **YOUR** Rental Show. Should you have any questions, please feel free to contact me at 888-489-7165. If you would like an electronic copy of this letter email me at Brian.Hall@Hylant.com.

Very truly yours,

A handwritten signature in cursive script that reads "Brian K. Hall".

Brian K. Hall, President
National Insurance Specialists

Christine Wehrman
Chief Executive Officer, ARA
1900 19th St
Moline, IL 61265

Dear Ms. Wehrman,

I am writing to protest the recent decision to amend the ARA bylaws and remove all businesses that provide insurance or related products to Rental Businesses. By discontinuing their memberships you have done a disservice to my company and all other rental businesses.

I ask that you immediately rescind this decision, restore the original wording to the bylaws, and offer reinstatement of the offended companies.

Very truly yours,

ARA OFFICERS/EXECUTIVE COMMITTEE

Ted Cook, President

Executive Committee Chairman
Ventura Rental Center
3072 Telegraph Rd. Ventura, CA 93003
Phone: 805-648-2819
Fax: 805-648-2824
Ted@VenturaRental.com

Hal Y. Roe, Chairman of the Board Executive Committee Member

Bradley Rentals
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Phone: 423-339-0075
Fax: 423-339-0550
hroe@bradleyrentals.net

Mike Flesher, President Elect

Executive Committee Member
Taylor Rental Center
136 N. Jensen Rd. Vestal, N.Y. 13850
Phone: 607-729-7156, ext. 16
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mikeflesher@stny.rr.com

Chris Wehrman, Executive Vice President Chief Executive Officer/Executive Committee Member

American Rental Association
1900 19th Street, Moline, IL 61265
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Chris.Wehrman@ararental.org

Michael Blaisdell Executive Committee Member

Bunce Rental
4516 S. Tacoma Way, Tacoma, WA 98409
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Joseph Muench Executive Committee Member

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REGIONAL DIRECTORS

Region One - Russ Dagenais

Taylor Rental Center
620 N. Colony Rd. Wallingford, CT 06492
Phone: 203-265-2824
Fax: 203-294-1538
taylorrentalwall@aol.com
Representing CT, ME, MA, NH, NY, RI & VT

REGIONAL DIRECTORS CONT.

Region Two - Alan Wismer

George's Tool Rental
3224A Bethlehem Pike, Hatfield, PA 19440
Phone: 215-723-5337
Fax: 215-723-3571
alan@gtr-rents.com
Representing DE, DC, MD, NJ, PA, VA & WV

Region Three - Ben Cooke

Cooke Rentals
825 W. Lebanon St., Mount Airy, NC 27030
Phone: 336-789-5068
Fax: 336-789-5067
ben@cookerentals.com
Representing AL, FL, GA, MS, NC, SC & TN

Region Four - Jimmy Pate

Pate's Rental
808 E. Central Ave. Comanche, TX 76442
Phone: 325-356-3177
Fax: 325-356-2879
jimmy@pateshardware.com
Representing AR, LA, OK & TX

Region Five - Terry Trusgnich

Aide Rentals & Sales II
8600 Kennedy Ave., Highland, IN 46322
Phone: 219-838-4300
Fax: 219-838-4316
tregion5@ameritech.net
Representing IL, IN, KY, MI, OH & WI

Region Six - William Saunders

Bledsoe Rentals
208 W. Dennis Ave., Olathe, KS 66061
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william@bledsoerentals.com
Representing IA, KS, MN, MO, NE, ND & SD

Region Seven - Joseph Muench

See Officers/Executive Committee List
Representing AZ, CO, NM, UT & WY

Region Eight - Michael Blaisdell

See Officers/Executive Committee List
Representing AK, ID, MT, OR & WA

Region Nine - Sherri Creighton

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