

RICHARD S. SMITH & ASSOCIATES
FINANCIAL SERVICES

1825 Brothers Blvd.
College Station, Texas 77845
(979) 694-6900
FAX (979) 694-6922

Ms. Cheryl Turney, C.P.M.
Purchasing Manager
Purchasing Division
City of College Station
1101 Texas Avenue
College Station, TX 77842
RE: RFP #04-18 – Long Term Disability Coverage

Dear Ms. Turney:

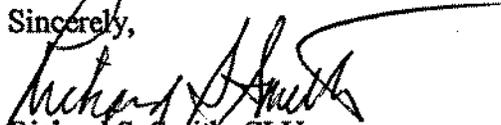
Listed below are the carriers that responded regarding the request for proposal for the long term disability coverage.

1. Standard
Rate: .19
Maximum Benefit: \$12,500
Rate Guarantee: 3 Year
2. Companion Life
When contacted, could not meet the 3 year rate guarantee nor the maximum benefit of \$12,500 (\$8000 maximum benefit)
3. Jefferson Pilot
When contacted, the original rate of .23 with maximum benefit of \$10,000 still stood. Since they were not competitive, they declined to reissue a new quote.
4. Hartford
Their representative stated that no new proposal would be given. Their renewal rate of .23 for one year would be the only offer given.
5. UNUM
When contacted, they could not meet the maximum benefit (\$6000 maximum benefit quoted). They declined to reissue a new quote.

Due to the reasons cited by each carrier, we are submitting only one quote – the Standard quote -- for consideration for the disability coverage for the City of College Station.

Please let me know if you have any questions.

Sincerely,


Richard S. Smith, CLU