

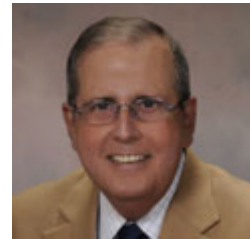


## Hanover Stone Partners, LLC

Where Experience, Expertise and Enthusiasm collaborate

### **Agustin (Gus) V. Reyes** **Hanover Stone Partners, LLC**

Agustin (Gus) V. Reyes joined Hanover Stone Partners as an Associate in 2011. Since April 2007 he has been the Principal/President of Independent Risk Management Advisors LLC (IRMA) based in Spartanburg, South Carolina. He has recently relocated his base of operations back to Miami, where the company first started. The company assists insured's, insurers, brokers and third party administrators in various insurance and risk management functions. These include casualty/property insurance program reviews; risk evaluation, analysis and recommendations; claim audits, analysis of claim reserves and practices; captive feasibility studies, captive performance reviews and expert witness testimony.



From 1994 to 2007, Gus held several senior management positions at Bacardi-Martini, Inc. in Miami Florida. He was Vice President / Director of Risk Management; President/Chairman of Pitts Bay Captive Insurance Company; and President/Chairman of Martininsurance Teoranta. His responsibilities included overseeing all functions and the development of the insurance and risk management department. He made decisions on insurance purchasing, risk retention, captive management, claim resolution and litigation management, as well as having direct contact with operating companies' senior staff. Gus was also in charge of Crisis Management and product recall programs, including case handling, the training program and publishing of Risk Management, Crisis Management and Product Recall Manuals. From 1994 to 1996, as an Assistant Vice President and Risk Manager at Bacardi, Gus' responsibilities included overseeing the Global Insurance Program, development of two captive companies, as well as the relationship with all operating companies, including the newly acquired Martini & Rossi operations.

Prior to joining Bacardi, Gus was with Sedgwick Insurance Brokers in Fort Lauderdale, Florida first as an Assistant Vice President (1985 to 1989) and then as Vice President (1989 to 1994). As Assistant Vice President, he served as a Claim Manager in charge of a six person department handling claim service for clients, as well as serving as a claim consultant on special assignments. As Vice President, he continued to supervise the claims department and was assigned to the Risk Management Department working on multinational accounts such as Bacardi, Racal Electronic, British Aerospace and Attwoods. His responsibilities included the handling of all insurance and risk management issues.

From 1975 to 1985, Gus was a Regional Claims Manager at Midland Insurance Company in Miami where his responsibilities included claim service for the South East region. Before that, he was a Claims Adjuster with The Travelers Insurance Company (1968-1975) and a Medical Claims Examiner with Blue Cross/Blue Shield of NY (1962-1968).

Gus has completed courses in general insurance and health claims at the College of Insurance in New York. He received a Bachelor of Science from St. George's School in Havana, Cuba and studied for one year at the School of Medicine at the University of Havana before moving to the United States. Gus can speak, read and write fluently in Spanish.

From 2001 to 2008, Gus was chairman of the Food & Beverage Industry Group at the Annual National RIMS Conference. He was a member of the National Risk & Insurance Management Society from 1989 to 2008 and he has previously belonged to the Florida Claims Association and the South Florida Claims Association.