



## **WRM America merges RMI Consulting's assets into new subsidiaries**

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WRM America has merged the assets of RMI Consulting into two new subsidiaries. The two entities are specialty market leaders in insurance: Wright Risk, in the underwriting of educational institutions and municipalities, and RMI, with its number one rated insurance consulting business (Business Insurance) and its innovative food service and real estate risk purchasing group programs. RMI will continue to operate in its current headquarters in Port Washington, with its more than 30 person consulting and management team.

According to William Fishlinger, chairman of the board of WRM America, the transaction was a logical one for the company. "WRM America specializes in the creation and management of risk financing programs for property, general and professional liability, workers' comp, health and employee benefits, making this a sound investment for us and a natural fit for both sides. RMI will continue its operations parallel to WRM America, while integrating select functions as we architect mutual growth."

Fishlinger said, "WRM America's leaders have the highest regard for what RMI has accomplished under James Barber's stewardship these past 30 years together with his executive team and will seek to build upon the foundations he has set. We are delighted to have him, Joseph Peiser, Maryann Sackman and Warren Sackman on our team. They bring expertise that is simply not duplicable in the marketplace.

Barber views the consolidation as a logical step in RMI's progress. "We can provide state of the art service and enhanced delivery to our clients, using the larger resources offered by WRM America. Our areas of expertise are complementary and we will benefit from the legal, regulatory, claims, technological, and underwriting expertise of WRM America. WRM America will gain from our niche expertise and our consulting team's knowledge, making this an exceptional opportunity for both organizations,."

Barber founded RMI in 1980, after serving as president of Warner Communications' risk management subsidiary. He is best known in insurance circles as a developer and manager of risk purchasing groups in the food services sector, providing insurance programs for U.S. leaders in the field.

Joseph Peiser joined RMI after serving as managing director of Marsh Global Placement overseeing 1,000 employees in the U.S. and Europe dedicated to the brokerage of all lines of property/ casualty insurance. He is responsible for RMI's operations.

MaryAnn Sackman, who has been with RMI since 1980, leads the consulting team and is in charge of new business and business development. She has been featured by several publications as an outstanding professional in the insurance field and in her role as leader of the risk purchasing group services division of RMI.

Warren Sackman directs the food services and other RMI insurance programs and is a licensed P&C and L&H consultant. Prior to joining RMI he managed construction and insurance for a leading real estate development company in Manhattan.

About RMI Consulting: RMI Consulting was founded in 1980 to help companies manage risk and minimize exposure. RMI consultants function as advocates and as integrated part-time risk managers for their clients, analyzing the best means of taking full advantage of programs, broadening coverage, and saving costs. For more information, call 516-767-7373, email: [info@rmiconsulting.com](mailto:info@rmiconsulting.com) or visit [www.rmiconsulting.com](http://www.rmiconsulting.com) and [www.rpgmgt.com](http://www.rpgmgt.com)

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