

Filing Fee \$50.00

To be filed annually between
January 1st and March 1st

State of Rhode Island and Providence Plantations

CORPORATIONS DIVISION
100 NORTH MAIN STREET
PROVIDENCE, RHODE ISLAND 02903

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Corporate ID 0022687 Annual Report for the year 1991

FIRST: The name of the corporation is H. C. Copeland and Associates, Inc.

SECOND: It is incorporated under the laws of Delaware

THIRD: Character of business, briefly stated, is Sale of Fixed Annuities

FOURTH: If foreign corporation, address of its principal office Two Tower Center

EAST BRUNSWICK, NJ 08816

FIFTH: Business address in Rhode Island c/o CT CORPORATION SYSTEM

123 Dyer St. PROVIDENCE, RI 02903

SIXTH: Names and addresses of its directors and officers: (Attach rider if necessary)

Name

Office

Address (including number, street, zip code)

Director

Director

Director

President

Vice President

Secretary

Treasurer

SEE ATTACHED
RIDER

SEVENTH: Number of Shares authorized:

No. of Shares

1,000

Class

Common

Series

N/A

Par Value
or statement that
shares are without
par value
1.00

PAID

EIGHTH: Number of Shares issued:

No. of Shares

1,000

Class

Common

Series

N/A

Par Value
or statement that
shares are without
par value
1.00

FEB 2 1991

REC'D OF STATE

Dated January 16, 1991

H. C. COPELAND AND ASSOCIATES, INC.
(Name of Corporation)

By

Paul S. Tewberg

Title

SECRETARY

(Report must be signed by an officer)

THE COPELAND COMPANIES

H. C. COPELAND AND ASSOCIATES, INC.
H. C. COPELAND AND ASSOCIATES EQUITIES, INC.
H. C. COPELAND FINANCIAL SERVICES, INC.

Directors

Jay S. Benet
3 Spring Lane
West Hartford, CT 06107

Robert C. Dughi
9 Round Hill Road
Scotch Plains, NJ 07076

Robert E. Evans
192 Lincoln Drive
Glastonbury, CT 06033

Elliot F. Gerson
1900 Albany Avenue
West Hartford, CT 06117

Bryan Horton
5408 Sunrise Bluff Ct.
Midlothian, VA 23112

Mark M. Skinner
26 Hilltop Terrace
Chatham, NJ 07928

George M. Vlasisavljevich
9 Fox Hedge Road
Colts Neck, NJ 07722

Albert Wohlers
710 North Prospect
Park Ridge, IL 60068

THE COPELAND COMPANIES

H. C. COPELAND AND ASSOCIATES, INC.
H. C. COPELAND AND ASSOCIATES EQUITIES, INC.
H. C. COPELAND FINANCIAL SERVICES, INC.

Officers
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George W. Carras
107 Plaza Drive
Woodbridge, NJ 07095

Vice President
Healthcare Market

Winthrop B. Cody Jr.
275 Grove Avenue
Metuchen, NJ 08840

Vice President
Information Systems

Christopher P. Covill
RR#3, Box 277
Califon, NJ 07830

Vice President
Corporate Development &
Administrative Operations

Frank P. Doherty
409 Rock Creek Circle
Berwyn, PA 19312

Senior Vice President
Copeland Financial Services

Robert C. Dughi
9 Round Hill Road
Scotch Plains, NJ 07076

Chairman of the Board
Chief Executive Officer
President, Treasurer

Paul H. Eddy
24 Wellington Heights Road
Avon, CT 06001

Assistant Secretary

Paul S. Feinberg
20 Overbrook Road
Randolph, NJ 07869

Senior Vice President
General Counsel and Secretary

Harvey J. Gannon
27 Allen Street
Basking Ridge, NJ 07920

Vice President
HELPLINE/Client Services

Peter J. Gulia
504 South 22nd Street
Philadelphia, PA 19146

Vice President
Research and Consulting

Janine M. Julson
193 Primrose Lane
Freehold, NJ 07728

Vice President
Field Administrative
Services

Richard B. Kiley
17 Yarmouth Road
Chatham, NJ 07928

Vice President
Education Market

Robert C. Kniceley
63 Pearl Street East
Middletown, NJ 07748

Vice President
Government Market

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H. C. COPELAND AND ASSOCIATES, INC.
H. C. COPELAND AND ASSOCIATES EQUITIES, INC.
H. C. COPELAND FINANCIAL SERVICES, INC.

Officers
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Andrew C. Lovasz
3 Joann Court
Sayreville, NJ 08872

Vice President
Compensation Services

James F. Schlucter
172 Stonybrook Road
Newtown, PA 18940

Vice President
Training/Development

Karen M. Schmicker
527 William Street
Scotch Plains, NJ 07076

Vice President
Controller/Accounting

Mark M. Skinner
26 Hilltop Terrace
Chatham, NJ 07928

Executive Vice President
Chief Marketing Officer

George M. Vlasisavljevich
9 Fox Hedge Road
Colts Neck, NJ 07722

Executive Vice President
Chief Operating Officer

Michael R. Zarelli
169 Hamilton Boulevard
Piscataway, NJ 08854

Senior Vice President
Chief Financial Officer