

RelMark Group Team

Top Myers - Risk Management

Top Myers role as a partner and co-developer of the fire sprinkler contractor insurance program with Tom Giangliulo is to use his 30 years of experience in the automatic fire sprinkler industry to make sure RelMark Group responds to the needs of the Fire Sprinkler Contractor Community.



Top has broad professional experience including work as a manufacturer, distributor, and contractor. Top has developed his knowledge of the industry having worked locally at Central Sprinkler as Eastern Regional Sales Manager. He also spent six years as National Fire Protection Marketing Manager for the Victaulic Company of America, four years as Vice President of a sprinkler contractor, created mobile inspection software and is currently Chairman of Asurio, Inc.

Top graduated with a BS in Industrial Management and a minor in Physics from the University of Cincinnati and an MBA from Xavier University. Today, Top is active in many industry associations and has been an active member of the NFPA 25 technical committee since its inception.

Thomas Giangliulo - President

As President, Tom's responsibilities include overseeing the business operations, finances and strategic planning for RelMark Group.

Tom's professional involvement has included his participation in several professional organizations – Board of Directors, Insurance Society of Philadelphia; Board of Directors, Valley Forge Chapter of the Society of CPCU; Board of Directors, Independent Insurance Agents of Philadelphia and Suburbs (IIAA) and Board of Directors, PIA of PA, MD, and DE.

Tom was Vice-Chairman of the Commercial Union Insurance Advisory Council and served on the Hartford Advisory Council; as well as a member of the Aetna Casualty Advisory Council and the Advisory Board of McCracken Computer.

Tom has a Bachelor of Science degree in Accounting from Villanova University and pursued his MBA studies at Drexel University. He is a designated CPCU, CLU, CIC and AAI.

Ray Rittersbach - Marketing/Sales

Ray Rittersbach has the important role of meeting the needs of RelMark's two customers: the insurance agent and fire sprinkler contractor. Ray interacts with all members of the RelMark team to ensure the appropriate and timely delivery of RelMark's products and services.

Ray brings over 30 years of insurance company and independent agency experience with him to his role as account coordinator. Ray was an officer of an agency with responsibilities that included finance, marketing, sales, and consulting. He formulated and implemented financial and marketing plans in several organizations and developed strategies to identify organizations with the greatest opportunity to increase market share.

Ray has served on several board of directors and insurance company advisory boards. He has undergraduate and master degrees from St. Joseph's University and served our county as an officer in the U.S. Army.

Ginny Kloeping - Underwriting Manager

Ginny Kloeping is RelMark's Underwriting Manager, licensed in all states, and is responsible for new business underwriting, supervision of the underwriting, rating and policy issuance personnel, and brokerage contract and licensing administration. As RelMark's first employee and manager, Ginny has been an integral part of the development and growth of RelMark's Fire Sprinkler Contractor Program since its inception in 1996.

Ginny's 26-year career also includes extensive insurance company underwriting and agency experience with The Home, Chubb and Reliance Insurance Companies as well as RelMark's parent company, H.A. Thomson. She received her BA from Fordham University in political science and has been a Certified Insurance Counselor since 1997.

Todd Breneman - Claim Manager

In 2002, Todd helped to build a program specific claims unit. Todd's primary responsibility is oversight of the 24/7 dedicated fire sprinkler claim unit.

Todd has a background in servicing both insurance and alternative-risk clients. Todd is the principal contact and liaison for property and casualty clients. He is also responsible for the establishment of, and adherence to, IRM's client-specific claim handling procedures. In addition to his management responsibilities, Todd also maintains a caseload of files, the majority of which involve high exposure litigation and/or complex coverage concerns.

