



# CPCU

PHILADELPHIA CHAPTER  
THE SOCIETY OF CHARTERED PROPERTY  
& CASUALTY UNDERWRITERS

# CHAPTERGRAM

VOLUME 16, NUMBER 1

OCTOBER, 1982

## A NEW LOOK!

This is it, folks, the new, improved, fortified with unbridled enthusiasm, Chaptergram. So, hey, look us over and lend us your ear. If you can't lend an ear, a foot will do.

Obviously, we are excited about this revision. We hope it will be the beginning of a long-running, professional newsletter. For this to happen, we need the support of the entire membership. After all, it is your newsletter. If there are things of interest which you want to share with the membership, just drop us a line. We plan to go to press again in December, February, and May. We need about a 30-day lead time for the inclusion of any newsworthy item.

So keep those cards and letters coming. Remember, the more ink you get, the less space available for the pres. Do yourselves a favor, write.

## A Message from Past President Don Cook



As Past President of your Chapter, I want to thank you all for your support during the last year. Most of all, I was happy to see more of you at our monthly meetings and seminars.

I've never been in favor of membership in any association or organization for the sake of attaching another title or designation to a person's resumé. Your active support in 1981-1982 indicates that you feel the same way.

You also told us in our survey last year that you want more public recognition of the CPCU designation. That's another reason for active participation in the Chapter. The public recognizes professionals, and we all remain professionals as long as we continue learning. The Chapter can help you in this lifelong endeavor. I am looking forward to seeing you all at our meetings this year.

## Bill Giles, Phillies' President, Was Featured Speaker at Joint CPCU/RIMS Dinner Meeting



*The truth must be told. The turning point for the 1982 Phillies season? Well, pictures don't lie. Here is past president Don Cook (left) laying on the strategy for success, while Bill Giles (center) struggles to restrain a monumental yawn. Don's advice for winning baseball? Simple. Just score more runs than your opponent. Sounds good. Obviously, Pete Palestina (right) disagreed.*

## 81-82 Banner Year For Program Attendance

The fiscal year ending on June 30, 1982, was perhaps the most active in terms of membership and guest participation than any other fiscal period. The average meeting attendance of 96 was a whopping 43% increase over the prior period.

Pete Palestina, the past program chairman, did an excellent job in arranging for a variety of speakers that included an attorney, a Congressman, several company executives and a professional baseball executive. Steve Graves, the current program chairman, will be working very hard to make the 82-83 year just as successful, and we look forward to a continuing increase in membership participation. To the extent we can, we will include a write-up on the program speakers and topics in future editions.

# The President's Corner



Peter F. Palestina, CPCU  
President

I am looking forward to our 1982/1983 year for a number of reasons. First of all, it is the Chapter's 35th anniversary. The Philadelphia Chapter was formed on January 1, 1947 and is the third oldest Chapter in the country. (Chicago was formed in 1944 and New York in 1945) It is also one of the largest chapters, with approximately 500 members.

Since this year is a banner year to begin with, we are going to try to make it special by inviting as many of our members as possible to participate via direct input or through dissemination of information. To this end, we are making two major improvements.

1. Newly-appointed liaisons to the Board of Directors from the counties of Bucks, Chester, Montgomery, and Delaware, and from the territory of South Jersey and the State of Delaware. These individuals are listed elsewhere, and I encourage you to contact them in regard to problems, questions, or input, as they will be attending all of our monthly Board meetings. They are "your voice" on the Board, so please use them. In addition to the liaisons, I have appointed a New Designee Representative (Harry R. Johnson) whose function is to encourage our 35 new designees to participate in Chapter activities. I would like to urge all new designees to call Harry as he is your link to the Board.

2. The second major undertaking is this Chapter Newsletter. It is different, and we feel that it will be informative and entertaining; more so than it has been in the past. We intend to publish this quarterly for the first year and, depending upon its success and our funds, it will be published more often in the future. We will be letting you know what has been happening and what we are doing for the future. We welcome your letters, phone calls, comments, etc. for publication. Phil Spinelli is the Editor and he would like to see or hear your comments.

Space is limited, so I will close by mentioning a few additional things we will be doing: updating our Chapter Directory for distribution in January, completing a research project, studying the merits of the Philadelphia Chapter "Insurance Person of the Year" award, and researching the merits of forming a sub-chapter for Chester/Montgomery counties.

I look forward to working with - and for - all of you this year and would like to thank all of our past Officers, Directors, and Committee Chairpersons whose groundwork has led to the implementations that are underway.

# A Bumper Crop of Chapter Area New Designees

Thirty-five professional insurance people within the Philadelphia Chapter's geographic area have successfully completed the CPCU examination requirements. We would like to recognize this significant achievement and extend congratulations to:

F. Scott Addis, Johnson & Higgins of PA  
Harold L. Barney, Prudential Insurance Company  
Richard R. Brown, Philadelphia, PA  
Peter H. Christensen, Northbrook P&C  
Barry Lee Dempsey, Drexel Hill, PA  
John F. Doherty, Coroon & Black  
Michael C. Ronato, General Accident  
Thomas J. Douglas, Allstate  
Edward M. Drennen, Cigna Corp.  
Frank R. Giancattarino, State Farm  
Thomas E. Gibboney, Prudential P&C  
Patrice Gonya, State Farm  
Joseph E. Hummel, INA  
Harry R. Johnson, Graham Company  
Bruce L. Kelly, Kelly Agency  
John J. Kelly, Kel-Mar, Inc.  
Paul R. Knauer, Audubon, NJ  
Ronald T. Kuehn, Huggins & Co.  
John E. Lafferty, Norristown, PA  
Edward A. Levy, Wyncote, PA  
Theresa K. Macko, U.S. Insurance Group  
Paul A. Martin, Philadelphia, PA  
Jerry L. May, INA  
Stephen W. Reushaw, Philadelphia Reinsurance Group  
Stephan A. Revilak, Prudential P&C  
Mary Anne Santangelo, Evans, Conger & Brown  
James A. Sherlock, INA  
Louis P. Sigel III, Sigel Agency  
Bruce E. Smith, Claymont, DE  
Kenneth P. Smith, Assoc. Ins. Adm.  
Robert K. Steere, Fireman's Fund  
Frank David Svitek, Clair Insurance Agency  
Harry J. Watson, Jr., Canavan Ins. Assoc.  
Lawrence A. Wilson, Harry S. Wilson, Inc.  
Albert P. Woodward, Fireman's Fund

We hope to see all these folks active in chapter affairs and activities.

**CONGRATULATIONS**  
**PHILADELPHIA CHAPTER OF CPCU**  
**WINNER**  
**JAY GLEASON MEMORIAL**  
**Public Relations Award of Excellence**  
**1981-1982**

# PHILADELPHIA CHAPTER CPCU - ORGANIZATION LISTING

## OFFICERS, DIRECTORS & COMMITTEE CHAIRPERSONS

### *President*

Peter F. Palestina, CPCU  
The Walsh Company  
1700 Race Street  
Philadelphia, PA 19103  
(215) 564-2800

### *1st Vice President*

Philip N. Spinelli, CPCU  
INA  
1600 Arch Street  
Philadelphia, PA 19101  
(215) 241-5021

### *2nd Vice President*

Stephen Graves, CPCU  
Johnson & Higgins of PA  
3 Girard Plaza  
Philadelphia, PA 19102  
(215) 569-1600

### *Secretary*

Vincent D. Phillips, CPCU  
Fireman's Fund  
510 Walnut Street  
Philadelphia, PA 19106  
(215) 928-4592

### *Treasurer*

Pamela H. Godwin, CPCU  
Colonial Penn Insurance Co.  
1818 Market Street  
Philadelphia, PA 19103  
(215) 988-7253

### *Director (6/30/83)*

Deborah Conley, CPCU  
PMA Insurance Company  
925 Chestnut Street  
Philadelphia, PA 19106  
(215) 629-5000

### *Director (6/30/83)*

Frank Mason, CPCU  
Hartford Insurance Company  
P.O. Box 87  
Sommerdale, NJ 08083  
(215) 569-3311

### *Director (6/30/84)*

Al Federico, CPCU  
Swett & Crawford  
400 Market Street  
Philadelphia, PA 19106  
(215) 351-5200, 5224

### *Director (6/30/84)*

Barbara Best, CPCU  
TPF&C  
Center Square West  
1500 Market Street  
Philadelphia, PA 19102  
(215) 569-6189

### *Past President*

Donald W. Cook, CPCU  
State Farm Companies  
750 Sproul Road  
Springfield, PA 19064  
(215) 358-7163

### *Director of Chapter Affairs*

Larry Klein, CPCU  
Society of CPCU  
Kahler Hall  
Providence Rd., CB #9  
Malvern, PA 19355  
(215) 648-0440

### *National Director*

Boyd Bruce, CPCU  
INA  
1600 Arch Street  
Philadelphia, PA 19101  
(215) 241-3296

### *Speakers Bureau Chairperson*

Frances Pommer, CPCU  
National Flood Ins. Program  
322 Lafayette Building  
Philadelphia, PA 19106  
(215) 922-6936

### *Chapter Directory*

*Committee Chairman*  
William Griswold, CPCU  
Fireman's Fund Ins. Co.  
510 Walnut Street  
Philadelphia, PA 19106  
(215) 928-4420

### *Pride Award Research*

*Committee Chairman*  
Iles Wauhopp, CPCU  
PMA Insurance Co.  
925 Chestnut Street  
Philadelphia, PA 19106  
(215) 629-5000

### *I-Day Chairman*

Al Federico until 11/82

### *Research Project Chairman*

Mike Sweeney, CPCU  
INA  
1600 Arch Street, 9th Floor 9H  
Philadelphia, PA 19101  
(215) 241-2422

### *Candidate Development Chairperson*

Barbara Best, CPCU  
(215) 569-6189

### *Public Relations Chairman*

Vince Phillips, CPCU  
(215) 928-4592

### *Continuing Education Chairman*

Phil Spinelli, CPCU  
(215) 241-5021

## LIAISONS

### *South Jersey*

John W. Kennedy Sr., CPCU, ARM  
First General Insurance Co.  
4858 Street Road  
Trevose, PA 19048  
(215) 322-3025

### *Delaware*

Gene Garthwaite, CPCU  
Johnson & Higgins of DE  
1105 N. Market Street  
Wilmington, DE 19801  
1-(302) 571-5750

### *Chester County*

Thomas P. Giangiulio, CPCU  
H.A. Thompson Co.  
P.O. Box 961  
Paoli, PA 19301  
(215) 647-3205

### *Delaware County*

Andrew Stienes, CPCU  
State Farm Companies  
750 Sproul Road  
Springfield, PA 19064  
(215) 358-7229

### *Bucks County*

John A. Wright, CPCU  
Johnson Companies  
Box 8  
Newtown, PA 18940  
1-(215) 968-4741

### *Montgomery County*

Ernest Martino, CPCU  
Kel-Mar Agency  
73-75 E. Main Street  
P.O. Box 670  
Norristown, PA 19404  
(215) 275-0548

### *New Designee Rep.*

Harry R. Johnson, CPCU  
The Graham Company  
2124 Race Street  
Philadelphia, PA 19103  
(215) 567-6300

**PHILADELPHIA CHAPTER, SOCIETY OF CPCU  
FINANCIAL STATEMENT  
FOR THE FISCAL PERIOD  
JULY 1, 1981 to JULY 1, 1982**

*Prepared by Stephen G. Graves, Treasurer*

Cash Balances — July 1, 1981: \$16,151.97

Receipts/Income:

Dues	\$5,794.00	
Monthly Meetings	3,395.00	
Interest	889.29	
I-Day	2,212.92	
CPCU/RIMS Meeting	1,425.00	
Spring Social	2,398.00	
Sponsored Seminar (net)	712.29	
		\$16,826.50

Disbursements/Expenses:

Monthly Meetings	\$3,608.09	
Postage/Printing	2,289.43	
Annual (National) Meetings		
—General	1,068.67	
—President	920.76	
CPCU/RIMS Meeting	1,396.17	
Loman Foundation	500.00	
Insurance Society of Phila.		
—Education Award	100.00	
—Dues	100.00	
—Banquet	200.00	
Spring Social	3,249.07	
Regional Meeting	403.97	
Other:		
—Bank charge - NSF	45.00	
—I-Day deposit	500.00	
—Project INVEST	1,000.00	
—Misc. awards	75.98	
—Public relations	469.36	
—Stationery	32.22	
		\$15,958.72

Excess of Receipts over Disbursements: \$ 867.78

Cash Balances — July 1, 1982: \$16,919.75

## I-Day 1982

The site of the I-Day conference will again be the Bellevue Stratford Hotel. Last year's program established a record attendance and co-chairman Al Federico, CPCU, promises an even better program this year. The afternoon program will feature Andrew Tobias, author of the controversial book, "*The Invisible Bankers*". It should be a very interesting session. Don't forget to mark your calendars. The date is November 10, 1982.

## Candidate Development Committee Report



*Barbara Best*

The Philadelphia Chapter CPCU is in the process of putting the Personal Scholarship Program into operation. As you may already be aware, this program links a chapter member with a local student enrolled in IIA/CPCU study. The sponsor provides encouragement, counsel and support.

If you are already a sponsor or would like to become a sponsor, please contact committee chairperson, Barbara Best at 569-6189, so that we can update our records and provide you with additional information. We need your support — be a SPONSOR!

## SHORT NOTES:

- Welcome to new chapter member Sharon Balaban, recent transfer from Hartford, Connecticut.
- Congratulations to Harry (who didn't write an article) Johnson on his appointment as Chapter New Designee Representative.
- John Kelly has graciously accepted the CPCU I-Day chairmanship for 1983. John's enthusiasm assures us of a continuing level of program excellence.
- Gene Garthwaite reports that chapter members in New Castle County, Delaware, meet regularly at an informal luncheon. Guest speakers are varied, depending upon availability. Other chapter members, who for one reason or another, can't get in town for the breakfast meetings ought to contact your chapter liaison for possible similar "get-togethers".



*Gathering at a recent CPCU Chapter meeting are: (left to right) Don Cook, Past President; Vince Phillips, Secretary; Boyd Bruce, National Representative; Steve Graves, 2nd Vice President; Iles Wauhop, Awards Committee Chairman; Larry Klein, CPCU Society; and Pete Palestina, President.*