



## Dr. Overman Honored as First Recipient of Franklin Award

Edwin Overman, Ph.D., CPCU, was honored at a luncheon at the new Hershey Hotel on April 27, 1983. Dr. Overman is the first recipient of the very prestigious Franklin Award, which will be presented from time to time to a qualified person who has made significant contributions to the insurance industry within the area of the Delaware Valley.

Among the 170 industry people who turned out to honor Dr. Overman were several local industry leaders and National Society President, Frans Eliason. The award, a uniquely inscribed crystal piece, was presented to Dr. Overman by Chapter President Pete Palestina.

In accepting the award, Dr. Overman thanked all the people who made the award possible in terms of the support which he has received over the long association with the Institute. These included his charming wife, Katheryn, his former mentor, Dr. Loman, his close association with Clyde Kahler, and all his associates at Malvern. But, just as importantly, to all the industry personnel who have made their commitments to professionalism through the CPCU program. In his closing, emotionally-charged remarks, Dr. Overman expressed how privileged he has been to have associated with the CPCU program all these many years. The award presentation was acknowledged by an enthusiastic standing ovation.

*Dr. Overman, flanked by Pete Palestina, left, and Frans Eliason, proudly displays crystal piece.*



*This is truly one of my finest "peak experiences."*



## Philadelphia—A City in Transition, Says Doran

Dick Doran, guest speaker at the Franklin Award luncheon, enthusiastically presented Philadelphia as a city in transition. "Philadelphia is probably the most liveable city in the U.S., and we are on the verge of becoming a great urban center," stated Doran.

Ideally located between the nation's political and financial centers, Philadelphia is well positioned for its pivotal role. Some of the new and exciting things which will be happening in the city are:

- The construction of a new in-town convention center which will add 9,000 permanent jobs.
- The continued development of Penns Landing.
- The commuter high-speed rail link-up with the airport.
- The renewed emphasis on tourism with funding from the new hotel tax.

Philadelphia has just come off an award-winning 300th birthday celebration. With continued emphasis and commitment, Philadelphia will forever shed its W. C. Field image. Dick Doran is City Representative and Director of Commerce.

*Dick Doran: "We are a corporate insurance headquarters."*



# The President's Corner



Peter F. Palestina, CPCU  
President

This will be the fourth and final Chaptergram of our 1982 fiscal year, which will end June 30, 1983. It is with great pride that I write this final column as President. Every single goal and objective that I laid out when I first took office was accomplished by February 1st, with the exception of the completion of the research project. This latter item will be achieved by the time you read this column; in fact, we expect to have five projects completed.

Not only will we accomplish our objectives, but we have done so much more that I cannot mention all of them in this space. I encourage all of you to attend our final business meeting on June 15th to hear about all of them and also to install our new Board for 1983.

Needless to say, I could not have done any of this without your help and the assistance of my other Board members, chairpersons, and liaisons. I will just take the time here to mention the key areas that I am especially pleased about:

- The institution of our first Franklin Award
- The formation of our western suburb sub-chapter
- The institution of liaisons to the Board from our six outlying areas
- The completion of research projects
- The publication of the Chapter Directory
- The three joint meetings (CLU, RIMS, CPA)
- The participation of over 13% of our membership in Chapter affairs (70 people)

Considering that these are difficult times for the insurance industry and that our time, both business and personal, is very precious, it took a great commitment to pull off the most successful year the Philadelphia Chapter has had in its history. I believe we are in a very good position not only to win the Jay Gleason Award once again but to have a shot at the President's Award as well.

I have one request of you as I conclude this column: if you believe this Board did an outstanding job, please show us by attending the June 15th business meeting so that I may thank all those involved in this year's work but most importantly, to thank all of you for making my five years on the Board a memorable and rewarding experience.

# Large Turn-out for Bob Kilpatrick at CPCU/CLU Meeting



Approximately 300 interested industry personnel attended a joint CPCU/CLU breakfast meeting on March 1, 1983 to listen to guest speaker, Bob Kilpatrick, CEO, CIGNA Corporation. Mr. Kilpatrick's address came on the heels of the Corporation's announcement to locate its corporate headquarters in Philadelphia, which promoted the coverage from the local TV media.

The decision to locate in Philadelphia was supported by the ready access to air and rail facilities, the availability of housing, and a very aggressive effort by the City's commerce department.

In terms of business issues, the performance and outlook are not as grim as some believe, according to Mr. Kilpatrick. While admitting that performance was not as good as it should be, he is still very optimistic about the industry's ability to meet further challenges.

Inflation will continue to impact adversely on the insurance business, and Mr. Kilpatrick stressed the need for better control of the federal budget. The proposed deficits are accelerating at too fast a pace, and a more moderate approach to spending, including defense, is the recommendation of Mr. Kilpatrick, who also urged that professional groups such as CPCU/CLU become more politically active. Mr. Kilpatrick also stressed the need for innovation, service, and cost control as the basis for meeting future challenges and developing alternative opportunities.

*Part of the large turnout at the Joint CPCU/CLU Meeting.*



## Last Chaptergram For Fiscal Year

This is the fourth and final edition of the Chaptergram for the 1982/1983 year. This year marked a significant departure in structure and format of the Chaptergrams of days gone by. For the most part, I believe it was a successful innovation and appears to have been well received by the membership. True, sometimes the photos were either too dark or too light, and yes, we did have a few "boo-boos" in typesetting, but, hey, these are problems besetting any major metropolitan publication. And, that brings up another item. One ought to apologize for the feeble attempts at humor. But, those things set aside, my closing comments are a quotation from that great journalist of Ancient Rome, Ritex Un Lottum, who wrote, "Chaptergrams are easy to start but hard to sustain." Good luck to next year's editor.

## Legislator Challenges CPCU's to Become Involved

"CPCU's have failed to meet the needs of the community," so stated the Honorable Walter DeVerter, guest speaker at the March 31st Breakfast Meeting. Mr. DeVerter is the Republican Chairman of the Pennsylvania House Commission on Insurance.

During the course of the legislative sessions, scores of bills are introduced, many of which impact upon our industry. The bills which are passed are generally those which receive the greatest public support. This, of course, involves the special interest groups.

Representative DeVerter believes that a concerted effort by CPCU's could represent a professional viewpoint in terms of significant insurance issues and could go a long way to improve the industry's image. But, just as importantly, the participation of a professional organization such as CPCU could have a positive impact on issues such as no-fault reform, product liability, medical malpractice, and Workers' Compensation reform, to name a few.

Mr. DeVerter's challenge to CPCU's is to get involved or the special interests operating to the detriment of the industry will continue to be successful . . . at our expense. The medical and trial lawyers associations are effective in presenting their views . . . Why not CPCU?

Ed. note: Representative DeVerter has recently introduced no-fault reform legislation (H.B. 498), providing for a \$10,000 medical expense threshold for pain and suffering suits. The new bill, which also revises other sections of the no-fault law was referred to the House Insurance Committee for deliberation and process.

## Officers and Directors for 1983-1984



The slate of officers and directors for the 1983/1984 term, selected by the Nominating Committee, was presented to the membership present at the April 21, 1983 Breakfast Meeting and elected by a voice vote.

The officers and directors, many of whom are pictured above, are:

- **President, Phil Spinelli**
- **1st Vice President, Steve Graves**
- **2nd Vice President, Vince Phillips**
- **Secretary, Pam Godwin**
- **Treasurer, Al Federico**
- **Directors, John Kelly  
Ray Lindsay  
Don Martin  
Joe McNasby**

The Nominating Committee was chaired by former President Don Cook and included former Presidents Boyd Bruce and Iles Wauhop.

## Short Notes

Welcome to new Chapter member, Steven P. Willie, CPCU. Steve is with the Reliance Insurance Company and a recent transfer to this area. We hope to see him active in Chapter affairs.

Four folks completed the CPCU examination series in January, 1983. They are Thomas S. Heckman, Doris Delaney Matthews, Kennard J. Sotter, Jr., and Susan Compton Springer. Congratulations on your accomplishments; we look forward to your joining us as new designees in September.

## Expanding Horizons

The 1983 CPCU Annual Meeting and Seminars in New York City is set for September 11-14. Indications are that the host New York Chapter has done an excellent job in assembling speakers and constructing programs. It should be a fun-filled educational experience for all CPCU's and their spouses. Certainly, it would be great to see a large turnout from the Philadelphia Chapter, especially since we are within such close proximity. A heavy registration is expected so it is probably in your best interest to reserve early.

# Sub-Chapter Updates

Bill Pollard was the guest speaker at the February 9th Breakfast Meeting. He discussed current issues impacting upon the insurance business and answered questions on several topics.



Bill Pollard, Chairman, Reliance Insurance Group



Temple University Professor Bill Glenn-deing was relaxed as he addressed the April 12th Breakfast Meeting.

A more pleasant group was not to be found at our April 21st breakfast meeting.



Former Public Relations Chairman, Pam Godwin, accepts the Jay Gleason Award from President Pete Palestina. The award was presented to the Philadelphia Chapter for its 1981/1982 public relations effort. Pam, as the PR Chairman, was instrumental in giving impetus to our PR program. The certificate was given to Pam in recognition of a job well done. Pam is currently Chapter Treasurer and was recently elected to Secretary for the 1983/1984 period.

## “QUOTABLES”

“Success or failure in business is caused more by the mental attitude than by mental capacities.”

W. D. Scott

“Business is like riding a bicycle. Either you keep moving or you fall down.”

J. D. Wright

“To err is human; to blame someone else is ever more human.”

P. Palestina

“Behind every successful man stands a surprised mother-in-law.”

Pete's Mother-in-Law

“Be cautious when giving advice; wise men don't need it, fools won't heed it!”

## New Office Address

Phil Spinelli, CPCU  
Editor  
Chaptergram

The CPCU Chapter Office has moved to a new location:

Suite 607  
1315 Walnut St.  
Philadelphia, PA 19107

The telephone number is: 215-735-5947