



# CPCU CHAPTERGRAM

PHILADELPHIA CHAPTER  
THE SOCIETY OF CHARTERED PROPERTY  
& CASUALTY UNDERWRITERS

VOLUME 18, NUMBER 3

Peter F. Palestina, CPCU—Editor

MARCH, 1985

## December Meeting Recap

### Schrempf Discusses Developments in International Market

David W. (Bill) Schrempf, CPCU, President and CEO of CIGNA Worldwide, Inc. was the guest speaker at our Dec. 18th meeting. Aided by a slide presentation Schrempf discussed the traditional attributes of the market, what kinds of trends and changes that are taking place and what this means for American companies that operate in the international market.

Mr. Schrempf explained that in 1950 the international part of the world market was about 26% and the U.S. was 74%. Today the U.S. is only 46% and the non-U.S. market is 54%, so that the international market is growing at a much faster rate. From 1965 to 1981 the U.S. market grew at 2% per year while the world grew 15%. The world market is now larger and faster growing than the domestic market. Schrempf estimated the size of the non-U.S. revenues including life as approximately in the 300 billion dollar range and that the commercial part of that is about 60 billion dollars and that CIGNA's share is 2 billion dollars and as such comprises about 4% of the U.S. share of that market. The U.S. and the United Kingdom account for 60% of the total market.

Schrempf stated that "Historically, the international market is much more rate protected and highly regulated, especially in Japan." He also pointed out that Latin America is CIGNA's most profitable market with a combined ratio of 80% to 85% and a loss ratio of about 40%. Another traditional attribute of the market is that the competition is very limited in its capacity and geographic scope.

The industry, according to Schrempf, "appears to be forced into moving towards global account selling and another attribute of the overseas market is that employee benefits programs is becoming prevalent." For the future, Schrempf foresees many more acquisitions, mergers and joint ventures than we have had in the past and that U.S. companies will feel pressure to insure the foreign operations of the companies they insure in the U.S. There will be increasing price competition in the local market as many companies are going to want to enter key markets in the U.S. In addition we will see new entrants, new competition, new customers and the opportunities they represent. Furthermore, protection breeds complacency and we have to be alert to that. In conclusion, Schrempf stated "Changes are coming at a rapid pace and there will be challenges in the next 10 years with many opportunities. The companies that position themselves correctly are going to grow by 20% per year with a likely return of 15% to 20% on equity after taxes."



Keynote Speaker David (Bill) Schrempf addresses members at the December meeting.



Attendees at the December meeting with signs of the Yuletide spirit in background.



More December meeting attendees.

## Student Sends Thank You Note

Fifth grade student Kristin Degler, one of the winners in our Fire Safety in the Home Essay Contest, sent the following thank you letter to President Spinelli.

11-11-84

Dear Mr. Spinelli,

I am very honored that you chose my essay as the 1st place elementary division winner.

I am delighted with my plaque, and very happy with my \$100.00. It means alot to me, and you made it mean more. Thank-you again.

Sincerely,  
Kristin Degler

5th grade - Rolling Hills



**Philip N. Spinelli, CPCU President**

## The President's Corner

I awoke this morning in Macon, Georgia to the clanging of my travel alarm and was suddenly startled by the realization that I had not yet written the President's message for this issue of the "Chaptergram." It's like that when you have an editor who insists on meeting deadlines.

As I pondered the content of my message, I reflected upon the brief talk I was going to deliver to a group of employees who had recently completed an interpersonal skills training program. My message was to encourage each participant to continue their focus on personal growth through the process of continuing education and that set my mind to wondering about my personal growth and eventually to the personal growth of all CPCUs.

Unfortunately for many, continuing education is a process which terminated with the awarding of the CPCU diploma. And yet, educational achievement is the very essence of our professional designation. National has recognized this issue and introduced initiatives to encourage continuing education through the CPD program.

We ought to take advantage of these initiatives to provide for our continuing personal growth. If you run down the list of criteria for the CPD, you will note that varied available opportunities to increase your knowledge level, and the expansion of your body of knowledge will undoubtedly support that special significance of being a professional, a CPCU. Education is a continuing process; it is our educational achievements which set us apart in the P&C industry. CIAO.

## January Meeting Recap

### Joint CPCU/CLU Meeting — Lawrence Murdoch, Jr. Predicts What's Ahead for Economy

Lawrence Murdoch, Jr. addressed 119 registrants at the Fourth Annual Joint CPCU/CLU Meeting held on Jan. 23rd at the Warwick Hotel in Philadelphia. Mr. Murdoch is Vice President and Secretary of the Philadelphia Federal Reserve Bank.

After some humorous comments about the banking system and politics, Mr. Murdoch got down to serious business. Because of uncertainties over the upcoming budget and tax proposals, Murdoch gave examples of how these uncertainties are affecting things now. He used real estate as an example, specifically citing seashore real estate—the second home whereby the proposal for interest on these homes would not be deductible or at least will be limited in the new tax plan. This has caused the value of those homes to drop substantially. Therefore, even though this is only in the proposal stage it is already having an effect and we are looking at a year of uncertainty in 1985.

With the aid of computers today you would think that economists' predictions would be more accurate than ever before. "Not so," says Murdoch. It is his opinion that their predictions are getting worse; "Almost every forecaster took a double bath in 1984 as they underestimated the strength of the economy in the first half and the decline in the third quarter."

Murdoch considers himself an old economist and said that old economists project by using intuition while the young breed seem to rely on the computer. Murdoch learned to "Never underestimate the economy." In the first half of 1984 he said the economy worked up a good sweat but when the year ended, economists predicted only a so-so year for 1985 looking at 3% growth. At this point Murdoch referred to his law by stating "Whenever a majority of economists agree on anything they are usually wrong."

Murdoch pointed out that inflation remains low, employment is up, interest rates are down as are oil prices, and capital spending is up. In one instance he used the weather as a forecast in predicting business economic activity citing that this January looks like last January in that while business was heating up the mercury dropped.

Murdoch's slogan for 1985 is "A Born Again Moon." His optimistic forecast for the next decade is "Inflation under good control, relatively low interest rates, and strong sustained economic growth."

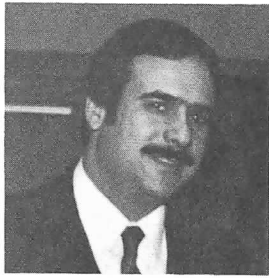
In conclusion Murdoch said that he sees a return to old fashioned values of home and family and that "love and work will be the theme in the next few years."



*Larry Murdoch, Vice President & Secretary of the Philadelphia Federal Reserve, appears all smiles after addressing the joint CPCU/CLU meeting on January 23. Did he predict good news for the economy? See article and find out.*



*Keynote speaker Larry Murdoch (middle) poses with Philadelphia CLU President Herb Chasman (left) and Philadelphia CPCU President Phil Spinelli (right) at the January 23rd joint CPCU/CLU meeting.*



## From the Editor

**Peter F. Palestina, CPCU  
Editor**

Well here we are approaching the end of the first quarter of 1985 and as predicted things are not getting better. Those agents and brokers retaining their renewals are making more money but enjoying it less. Pity the poor agent who is losing renewal business and not writing enough new accounts to offset it. On a personal level I have found many clients are angry over their premium increases, but if they were informed or educated about the state of the industry in advance, the majority of them appear to accept the increase more gracefully. No doubt that 1985 is going to be a trying year for the agent, underwriter, risk manager and ultimate consumer.

It seems that the underwriter today is being more creative and I don't mean that in the positive sense. They are running scared and are creating any reason under the sun to not write a risk instead of looking for reasons to write it. I heard from an agent about a company that refused to go back on a workers' comp line that they had for eight consecutive years barring the last two. The insured was coming off the last two years with a 1% loss ratio. The company in question, during the 8 years they had it, never incurred a loss ratio over 27% and in 6 of those 8 years the loss ratio was less than 5%. The reason given by the underwriter was, now get this . . . "An employee could get a piece of metal in his eye." This is the same company that is writing all this client's other insurance and who more than doubled the package premium and increased the auto by 35%.

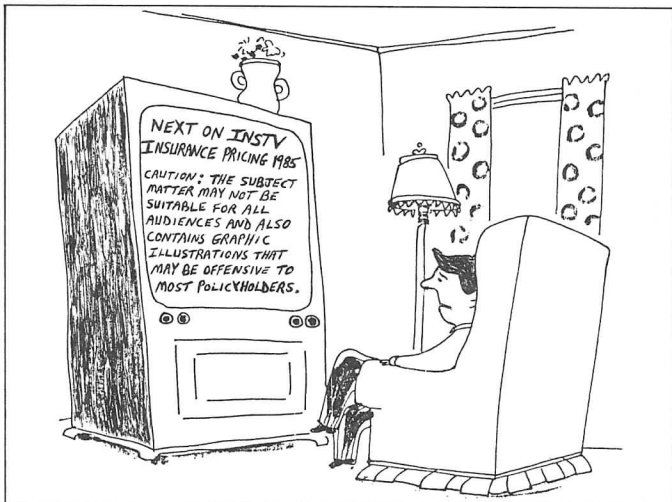
An appeal to the branch manager did not help. Now here is a case where a profitable account has been raked over the coals and the agent had to put up with idiotic reasons for not writing the best part of the account. Needless to say the agent placed the comp with one of several other companies who were willing to write it unsupported, deviated and under a par plan. If I were an underwriter and my total book of business was comprised of accounts like this over the last 10 years I would more than likely be the president or CEO of my company. But I guess we are all going to have to put up with these kinds of things until we ride out the storm.

I don't want to leave you with the impression that I'm putting the blame for our woes on the companies as we are all to blame for what has happened. I simply wanted to point out one of the more ridiculous things that help make an otherwise tough situation even worse.

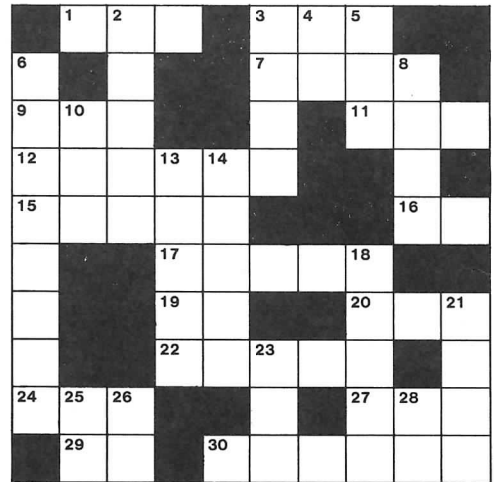
You may especially enjoy this issue's "Seepy Seeyou" cartoon as it very well may be an example of how the consumer pictures our industry today.

I would like to leave you with this message. Probably the most important thing you can do for yourself to cope with our industry's problems is to continue your education by taking one or more of the various courses offered by the Institutes and the Insurance Society and encourage your fellow employees to do the same. You would also be wise to attend our monthly meetings and bring along your associates. You will learn more about what is happening while exchanging ideas with your peers.

### THE ON-GOING SAGA OF "SEEPY SEEYOU"



## Chaptergram Crossword Puzzle



### ACROSS

- 1— New PA fund for med loss over \$100,000
- 3— Established for high risks in certain states
- 7— A measure for rating
- 9— Activity, hussle, fuss
- 11— Typical exclusion found in all risk I.M. policy
- 12— Answerable party to a bond
- 15— Used to assure a position of breaking even
- 16— Worth six points
- 17— Policy meeting the needs of boat owners
- 19— Needs input to be of any use
- 20— One roof health care delivery system
- 22— Usual number of years for a DPP policy
- 24— Peril not usually listed in ocean marine policy
- 27— Voluntary government insurance for mortgages
- 29— One of several automobile classifications
- 30— Colorless volatile fluid used as a solvent

### DOWN

- 2— Standardized forms used as applications
- 3— Made up of peers
- 4— Where the ambassadors meet
- 5— Cargo shipped other than by land or sea
- 6— Type of premium payment plan that defers cost
- 8— A wrong independent of contract
- 10— Immediately payable
- 13— African country
- 14— To impart knowledge
- 18— Does away with forceable entry requirement
- 21— BFCGL expanded contractual by including this
- 23— Covers damage caused to other ships
- 25— Used to denote more premium is due company
- 26— Used to denote premium is due insured
- 27— An exclamation of surprise

### ANSWERS TO DECEMBER PUZZLE





# Research Project Committee Update

By: John Kelly

One of the most visible and exciting activities within any CPCU Chapter is the Research Project. If we espouse the notion that the CPCU is better equipped to "lead the way" in providing timely and relevant information which can benefit the insurance and risk management community, we must accept the responsibility for producing such results. The officers and directors of the Philadelphia Chapter believe that the successful completion of high quality research projects not only helps fulfill the mission of constructing and disseminating useful knowledge, but also offers a great opportunity for the individual members to interact. This interaction is vital to the continued viability of the chapter.

As of this date, the following new and "not-so-new" CPCUs have responded to our call for research committee members:

Sharon Balaban	Carol Hamilton
Harry Bittner	Monty Harris
Alexander Bojak	J.P. Hassett
Gerald Carty	Bruce Kelly
Maureen Caviston	Anne Sechler-Kopanski
Harry Cylinder	Kenneth Krieg
Joann Dolce	Robert Macaulay, Jr.
Kevin Engelke	Michael McCarthy
Laurie Ross	John Santulli, III

We thank these professionals for their interest and will soon contact each to discuss the program.

Some of the topics offered by the interested members include:

- "Claims and litigation in the Philadelphia area"
- "Legal and regulatory requirements affecting 'Consent Rating,' 'Guide (a) Rating' and 'Excess Insurance'"
- "Future of Pollution Insurance"
- "Financial Guarantee programs"
- "Future of Hospital Malpractice Insurance"
- "Trends in excess and umbrella liability coverage"
- "Reinsurance"
- "Marketing"
- "Insurance and Finance"
- "History of Suretyship in Philadelphia area"
- "Accidental Death and Dismemberment insurance"
- "Does the CPCU Chapter need a Risk Manager?"
- "Continuing Education — Specialization or Diversification?"

We hope to hear from other chapter members interested in participating or in offering ideas. Please write to John J. Kelly, CPCU at Bayly, Martin & Fay, 1700 Market Street, Philadelphia, PA 19103. Your input is necessary and gratefully appreciated.

## Coming Up — Mark Your Calendar

- MARCH 20:** **FRANKLIN AWARD LUNCHEON** - Hershey Hotel.  
*Cash bar begins 11:30. Ticket price \$25 per person.*
- APRIL 18:** **BREAKFAST MEETING**, place and speaker TBD  
*Election of officers and directors for 1985/86*
- APRIL 27:** **SOCIAL. DINNER DANCE** - Eagle Lodge
- MAY 14:** **JOINT CPCU/CPA DINNER MEETING** - Buck Hotel  
in Feasterville, Bucks County.
- MAY 15:** **NATIONAL'S TELECAST DEBATE ON THE PROPOSED CGL POLICY.**  
*Originating from the American College in Bryn Mawr, PA. 12:30 PM (See related article)*
- JUNE 19:** **BREAKFAST MEETING**  
*Annual Chapter Business Meeting, Swearing in of New Board of Directors. Guest Speaker Norm Baglini*

**N.B.** As we have had difficulties maintaining our originally planned schedules and the fact that the *Chaptergram* takes 4 weeks or so to print and distribute, you should always double check dates with the meeting announcement and reservation form which is sent to you 3 to 4 weeks prior to each meeting or function.

Program questions may be directed to Pam Godwin (215) 988-5450  
Reservations, etc., may be directed to Rick Marthins (215) 735-5947

## "I-Day" Attendees Get Credits Toward CPD Program

Norman A. Baglini, CPCU, CLU, Chairman of the Continuing Professional Development Committee, has advised that the committee has awarded 10 points under Section B-5 for attendance at the Nov. 8, 1984 Philly "I-Day." Those CPCUs who attended "I-Day" may utilize this credit when applying for recognition under the CPD program. Norm also suggested that credit for future "I-Days" be requested by the chapter well in advance so that CPCUs will be encouraged to attend "I-Day" as well as to participate in the continuing professional development program.



## Use Your Designation CPCU "what"?

When our Society membership was polled in 1982, lack of recognition of the CPCU designation was an area of concern to each CPCU. Three years later this is still true. CPA, MBA, CLU, have greater recognition by the public.

What can we do?

Use your CPCU designation behind your name on all your business correspondence. It will be noticed. Those who don't know its meaning will often ask about it, giving you the opportunity to increase the general knowledge and awareness of CPCU.

Wear your CPCU key on a daily basis. It will receive a measure of recognition by each person with whom you come in contact. Cynthia wears her key on a neck chain, where it is often noticed and commented upon by the young women she meets in her work. Philip, a strong proponent of professionalism, enjoyed explaining the CPCU key and the designation as he travelled across country conducting educational workshops.

The Society Public Relations committee is addressing the problem of CPCU recognition with national advertising, press releases, public service announcements, and contact with other professional organizations.

We can help too. Promote the CPCU designation. We worked hard to earn it and we are proud of the achievement.

## John Topoleski Honored for Teaching Services

Chapter member John Topoleski, CPCU, was recently honored by receiving an award of Certificate of Appreciation from the Insurance Institutes for his 10 years of teaching CPCU and IIA courses. Many of our members were taught by John and can attest to his teaching ability. The Chapter congratulates John for a job well done.

## From the Boardroom

- Director Ray Lindsey submitted a study that would make the Treasurer's accounting system simplified and more accurate. The Board approved implementation of the new system.
- First V.P. and Director of Public Relations Vince Phillips has been checking on advertising rates of various publications to report on the feasibility of publicly recognizing the CPCU through purchase of ads.
- *Chaptergram* Editor Pete Palestina proposed a change in printer for the *Chaptergram* beginning with the Dec. 1984 issue which would save approximately \$400 per issue or \$1,600 per year. The Board approved the change.
- Director and 1984 "I-Day" Co-Chairman Fred Roe reported that the chapter should expect to receive \$1,000 or more for its share of the proceeds.
- The Board appointed Joe Folz as 1985 "I-Day" Co-Chairman. Joe was extremely helpful and active while serving on the 1984 committee. Joe has also demonstrated leadership ability over the last few years by attempting to organize the South Jersey CPCUs into a more formal body.
- Several officers will be attending this year's Regional Officers' Conference held in Hartford on March 8 and 9.
- The Board voted to continue expending \$100 as a sponsoring member of the Insurance Society and \$500 for the Loman Foundation.
- The Board approved expenditures for the Program Chairman to allow for the purchase of gifts for our meeting speakers.
- Bruce Kelly was appointed Chapter Risk Manager and will begin his duties by investigating the chapter's present insurance program and exposures.

## Public's View of PA Auto Reform Not a Good One

The general public appears to be up in arms over the October 1984 automobile reform as evidenced by the following letter written to the editor of the *Bucks County Courier Times*. The headline was entitled "Auto Insurance Premiums Go Up With Reform."

*Editor, Courier Times:*

After receiving my auto premium statement for 1985 (including an increase of more than \$200 per annum), I see where the insurance companies again have protected their profit margin and once more prevailed over our esteemed legislators.

In repealing the No-Fault Insurance Law on Oct. 1, 1984, the supposed new reform insurance bill was passed on the basis that premium costs could be lowered. Instead, the motorist has been compelled to accept additional coverages. For example, medical, funeral and income loss are no longer optional but mandatory—thus increasing costs by more than 35 percent.

Now only in Pennsylvania (one of the highest insurance states in the nation), the motorist is forced to pay for insurance coverage regardless of individual circumstances.

Where do we go now for remedial action, back to the legislators, media, public?

Henry W. Koropal  
Levittown

## Society to Hold a Live National Video Telecast on New G.L. Policy

The National Society of CPCU has announced that they will be sponsoring a nationally telecast live conference on the proposed ISO commercial general liability policy to take effect in January 1986.

The teleconference will originate from the American College in Bryn Mawr, PA on May 15, 1985 commencing at 12:30 PM and will last until 5:00 PM. The origination location is also the site where Philadelphia chapter members will be able to attend.

The scheduling calls for individual presentation and a panel discussion by various industry leaders including representatives from ISO. The moderator will be Joseph P. Decaminada, JD, CPCU, CLU, President of the Society of CPCU.

Specific topics of discussion will be centered on pollution liability, trigger mechanism on occurrence vs. claims made, impact of retroactive provisions.

Chapter members will be receiving a flyer/registration form on this and it is suggested you reserve your space early as the site can only accommodate 180 individuals. Cost will be \$75 per person for Society members.

## Additional CPD Philadelphia Chapter Completers

Since our December *Chaptergram*, the following four individuals have completed the requirements for recognition under the CPD program:

BOYD            BRUCE  
ROBERT M.    CROWE  
WILLIAM R.   GAWNE  
PETER F.      PALESTINA

## Can You Sing or Harmonize?

Do we have any CPCUs that can sing, hold a tune or better still, harmonize? After John Barkley displayed his crooning talents at last year's social we thought we might be able to put together a group and perhaps belt out a few tunes at this year's social. So far John, Pete Palestina and John Kelly have volunteered, but they need one or two more people. So if you were one of those yon teenagers that grew up singing on the street corner and would like to regress to those early days once again, please give Pete Palestina a call at 215-564-2800 and have some fun!

## Treasurer's Report

as of 2/1/85

	BUDGETED	ACTUAL
Income.....	\$ 19,650	\$ 3,645
Disbursements.....	23,650	9,274
Deficit.....	\$( 4,000)	\$(5,629)

### CASH BALANCE:

Checking.....	\$ 866
Money Market.....	7,462
TOTAL.....	\$8,328

## On the Lighter Side

Thought our members would enjoy reading a reproduction of an old letter sent by the then-president of the Home Life Insurance Company, Daniel J. Walsh, to Richard Kelly the then-corp. secretary and Mr. Kelly's reply. Our thanks to Brian Walsh, President of the Walsh Company, for allowing us to publish it. Brian found the letter when cleaning out his late father's office several years ago.

MEMO: MR. RICHARD KELLY, HOME OFFICE SECRETARY  
SUBJECT: DEATH OF EMPLOYEES

It has come to my attention that many employees have been dying while on duty for apparently no good reason at all and furthermore, these employees are refusing to fall over after they are dead.

On and after date in the case where any employee is found sitting up, after she or he has died, the following investigation shall take place.

If, after several hours, it is noticed that an employee has not moved or changed position, the department head will investigate. Because of the highly sensitive nature of our employees and the close resemblance between death and their natural working attitude, the investigation will be made quietly so as to prevent waking the employee if he is asleep. If some doubt exists as to his true condition, extending a pay-check is a fine test. If the employee does not reach for it, it is reasonable to assume that he is dead. (In some cases, the instinct is so developed that a spasmodic clutching reflex action may occur. Don't let this fool you).

Where it can be proved that the employee is being held up by a desk, drafting table or typewriter, or any other support which is the property of the Company, he shall be immediately dismissed.

*Daniel J. Walsh, President*  
Daniel J. Walsh, President

*Mr. Walsh:*

*We have followed the above instructions to the letter -  
The results of the survey indicate that if the above rulings are  
enforced strictly the place will become unbearably lonesome.*

*R. F. Kelly*

## Nomination Committee Selects Slate of Candidates for April Elections

The Nominations Committee has selected the following recommended slate of candidates for election to the Board of Directors for the year beginning July 1, 1985.

President : Vincent D. Phillips, CPCU  
First Vice Pres : Pamela H. Godwin, CPCU  
Second Vice Pres : Albert P. Federico, Jr., CPCU  
Secretary : John J. Kelly, CPCU, CLU  
Treasurer : Raymond E. Lindsey, CPCU, CPA  
Director 2 years : Joseph L. Folz, CPCU  
Director 2 years : Frederick Roe, CPCU

**N.B.** Directors whose terms do not expire until June 30, 1986 are Joseph M. McNasby, CPCU and Anne Sechler-Kopansky, CPCU. In addition to the above, nominations may be taken from the floor. Elections this year will be held at the April 18th breakfast meeting in the Hershey Hotel.

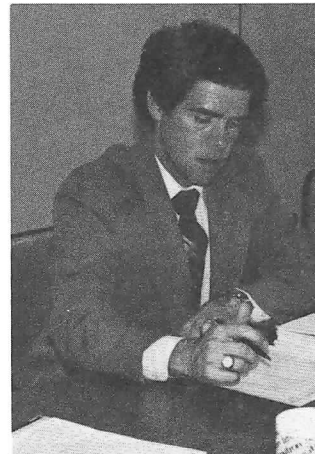
## Volunteer for Chapter Duty

Pete Raymond, CPCU of Aetna L&C and former member of the Reading PA chapter has recently volunteered to participate on the 1985 Philly "I-Day" Committee. The chapter is constantly seeking volunteers to serve on its various committees. Pete Raymond brings new blood and fresh ideas from his Reading PA "I-Day" experience.



Why not follow Pete's lead and volunteer your service for duty, be it "I-Day" or any of the other chapter activities by giving President Phil Spinelli a call today at 302-792-6792.

Remember that these activities help you qualify in obtaining your CPD credits.



## Encourage CPCU Candidates to Attend the April 18 Meeting

By: Joe McNasby, CPCU  
Candidate Development  
Committee

We would like to request that all CPCU's go out of their way to invite a CPCU candidate who

has completed at least half of the program to our April 18th breakfast meeting.

We have decided that at one meeting each year we will extend a special invitation to these candidates of the CPCU program so that they may have an opportunity to experience the quality of our monthly breakfast meetings and to get to know the CPCU's that form the Philadelphia Chapter. Any candidate who will be attending should contact Mr. Rick Marthins at 215/735-5947 before April 1, 1985. Rick will give additional information as to the location and time and also will set up a reservation for the candidate. The cost of the breakfast meeting for the candidates is \$10.00 a person.

Also, at our April meeting, we will be presenting two Personal Sponsorship Awards to two CPCU's who were nominated by 1985 designees. I know you will want to join me in recognizing these individuals and will look forward to seeing you at the April meeting. In addition to the activities mentioned, we will of course also have our usual speaker on a timely subject.



# CPCU

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# CHAPTERGRAM

## SUPPLEMENT

VOLUME 18, NUMBER 3

Peter F. Palestina, CPCU—Editor

MARCH 1985

## SPRING FLING APRIL 27<sup>TH</sup> JOIN US

If you missed it last year make sure you don't this time around. This year's social event will be held on Saturday, April 27th at the Eagle Lodge. Such a good time was had last year that the program committee decided to repeat it this year. In case you missed it or forgot to read about it in our Sept. 1984 Chaptergram, the following is a reprint of the article:

### Great Time by All at Social

CPCUs and their spouses had a rip-roaring time at the June 22nd social held at the Eagle Lodge. Fifty people attended the event and almost everyone stayed to the very end.

Entertainment was provided by the Greg Anton Trio, but the best entertainment according to many eye witnesses was provided by some of our members. Pete Palestina and Phil Spinelli did an improv on Carnac the Magnificent. Pete was introduced by Phil as "Insurnac the Magnificent," the famous insurance industry soothsayer. Pete, dressed in a turban and dangling chain (not his normal dress although some would argue that point), predicted the questions which were sealed in envelopes by giving the answers before they were opened. Pete's little skit cut up about half the audience and hopefully those CPCUs will still remain active members.

3) Federico and his wife Vi were the hit of the dance floor; the couple really livened things up. Perhaps the biggest surprise of all was our own quiet, never say boo, John Barkley, who got up with the band to sing several songs. This man has talent folks, you had to be there to believe it, the crowd went wild. There was talk of John being recruited with other CPCUs of singing talent to form our own group called "The CPCUs" to perform next year. Anyone with singing or musical talent is asked to contact Editor Pete Palestina in order to try and coordinate something for our next social. Your Chapter Officers will be working on a super social for 1985 in conjunction with the Greater Valley Forge Chapter. Stay tuned for details.

Yes, Insurnac the Magnificent will be back this year as well as Barkley and Federico. In addition, we'll have all kinds of little surprises to make this event even more enjoyable than last year. We even changed the day from Friday to Saturday so that more people will find it easier to attend.

A separate flyer/registration form will be mailed to you shortly and will contain instructions on how to get there,

the menu, etc. Please remember that you are welcome and encouraged to take guests and friends. The cost will be \$25 per person with dinner, open bar and music and entertainment included in the price. President Spinelli has guaranteed a good time or your money will uncheerfully be refunded.

### THOMAS J. FINLEY, JR. TO RECEIVE FRANKLIN AWARD

The Chapter's 3rd Annual Franklin Award will be bestowed upon Thomas J. Finley, Jr. at a special luncheon at the Hershey Hotel in Philadelphia on March 20th.

Mr. Finley is currently President of the Insurance Federation of Pennsylvania and is known throughout the State and especially here in the Delaware Valley. The keynote speaker will be Henry Hager, former Secretary Pro Tempore of the Pa. Senate and will be the next President of the Insurance Federation of Pa. when Mr. Finley retires in May.

The events will begin with a cash bar at 11:30 a.m. with lunch to follow. Ticket price is \$20 per person and a registration/flyer has already been mailed. Call Rick Marthins at 735-5947 to see if space is still available and if he will accept a reservation over the phone. This event is open to the public so feel free to bring guests and honor Mr. Finley. Remember, this is your Chapter's award and we should all endeavor to come out and show support.