



H. WAYNE SNIDER RECEIVES FRANKLIN AWARD



Jo Battisti (l) presents the Franklin Award to Wayne Snider.

On Tuesday March 23, 1993 the Philadelphia Chapter of the Society of CPCU honored H. Wayne Snider, CPCU, CLU as the recipient of the Franklin Award. Snider becomes the eleventh recipient of this award given for outstanding achievement and contribution to the insurance industry in the Delaware Valley.

Snider was chosen to receive this honor from nominees by a Selection Committee comprised of chapter past presidents and distinguished CPCUs. The award was presented by Josephine J. Battisti, CPCU, Chair of the Franklin Award Committee. 132 people attended the festivities.

One of Wayne's major contributions to the Delaware Valley in particular, and the international field of Insurance and Risk Management Education in general, was establishing Temple University's Department of Risk Management and Insurance. Wayne then proceeded to assemble and inspire a faculty whose outstanding performance made Temple one of the leading Risk Management educational institutions in the world during the 1970's.

Throughout his career Wayne has remained in close touch with many of his former students to whom he remains the eternal teacher. Wayne has maintained active participation in the activities of local and national CPCU and RIMS groups and, because of these continuing contacts with working professionals, Wayne has been eminently successful in creating a unique blend of educational theory and real world practicality. We join Wayne's more than 3000 students in saluting his receiving the 1993 Franklin Award.

Following the award presentation Mr. James P. Corcoran, former Superintendent of Insurance for the state of New York, delivered the luncheon keynote address. Mr. Corcoran's remarks examined several critical issues facing the insurance industry as well as his reflections on his former role as New York's Superintendent of Insurance. Mr. Corcoran is now with Donovan, Leisure, Newton and Irvine.

Mr. Snider gave a short acceptance speech after which he told the audience "I have become a beneficiary of your friendship."

Others who provided remarks in honor of Wayne were: Ed Overman, Ph.D., CPCU, CLU, former CEO of the Insurance Institutes, Norman Baglini, Ph.D., CPCU, CLU, President CEO of the Institutes and Suzanne Crager, ARM who now resides and works in the Pittsburgh area and came back home for the special occasion.

(continued on page 3)



Franklin Award keynote speaker was James P. Corcoran, ESQ., former New York state Superintendent of Insurance.



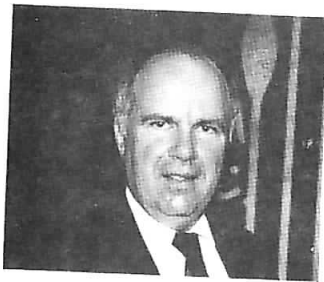
RIM's National President Suzanne Crager tells the audience of her admiration for Wayne Snider



Ed Overman Ph.D., CPCU, CLU former CEO, Insurance Institutes speaks to the audience on Wayne Snider and his contributions.



Norm Baglini, Ph.D., CPCU, CLU, CEO Insurance Institutes also cited Wayne Snider during the Franklin Award luncheon.



The President's Corner

by: Larry L. Klein, CPCU
President

Fulfilling the Promise, III

Regular readers who recall my previous articles may be interested in knowing that despite the temptation to save money on my homeowners insurance, I passed on the offer of a free no obligation quotation from another insurer.

For those of you who missed it, the market turned in the first quarter of 1993. Some commercial property insurance buyers, especially those hit by Hurricane Andrew and other catastrophes of 1992, saw renewal rates rise up to 10%. Depending on the class, excess liability insurance buyers saw increases of less than 10%. The hard market is now over and has begun to soften. Apparently there is still so much underwriting capacity, competition simply will not allow rates to increase. That's the market report from a biased and unscientific survey conducted during the first week of April.

This marks my last President's Corner article, and I want to take a few lines of newsprint to acknowledge two of the individuals who made enormous contributions of time and energy to the Philadelphia Chapter.

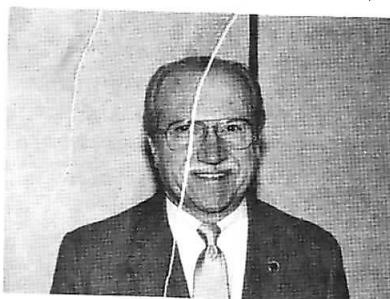
Peter F. Palestina, CPCU embodies the consummate "fixture" to the chapter. Not only did he always seem to be there, Pete's presence and participation has been essential. This year, and I suppose many before it would have been uneventful or perhaps near disasters without his leadership.

Karen D. Willimann, CPCU stepped up to the challenge of first Vice President by tackling the unending job of our public relations efforts and filling in for me during out-of-town travel commitments.

All of the other officers and directors have performed with distinction this past year. My only regret has been, that there are too few of them. During the coming year Karen will need people willing to spend a little time helping their professional society. Do yourself a favor and volunteer to give a little time.

I will close this column with some observations on the use of professional designations. I work for a public accounting firm and noted that none of my associates use their CPA designation and generally neither do the professionals of other "Big Six" accounting firms in business correspondence. I asked a partner why this was so and he replied that in public accounting it is presumed that all professionals are CPAs. To become a tax or audit manager, in most firms, requires the individual to hold a CPA license.

There are two critical distinctions between CPAs and CPCUs inherent in this observation. First, an individual earns the CPA designation and holds a license to practice the profession. Second, being a CPA is a prerequisite for promotion in the profession. Should the CPCU designation have the same force and effect?



Hsuan Shiang Wu, CPCU and Tom Krall, CPCU were elected as new Philadelphia Chapter Directors at our April meeting. Their terms begin July 1, 1993. We are sure they will be welcome additions to the Chapter's Board of Directors.

National Director's Corner

by: Phillip N. Spinelli, CPCU



Jersey Shore Sub-Chapter Interest Shown

In my years as an officer in the Philadelphia Chapter, I had the opportunity to work on the formation of two sub-chapters which eventually became two very successful Chapters in their own right, the Greater Valley Forge Chapter and the Brandywine Valley Chapter. Those were exciting undertakings and their successes were directly related to the hard work and dedication of the CPCUs who formed the core membership of the then sub-chapters and the Officers and Directors of the Philadelphia Chapter.

Well now, the Philadelphia Chapter again has an opportunity to sponsor an emerging interest in the formation of a sub-chapter. This time the sub-chapter interest is down at the New Jersey Seashore. CPCUs who live along the South Jersey Shore area are significantly separated from the Philadelphia area in terms of territory so that they do not get much of an opportunity to actively participate in chapter activities. And from my perspective, a great benefit of being in the Society of CPCU has been the opportunity to meet and get to know fellow CPCUs.

A steering committee has been formed to put together a formation meeting. It consists of the following individuals:

- Robert E. Achuff, CPCU, CLU
McMahon Agency, 609-399-0906
- Dorothy H. Jefferies, CPCU
Richard Patty, CPC/Jeff Dunn, CPCU
All of the Glenn Insurance, 609-641-3000
- Barbara Smith, CPCU
R.E. Darby Agency, 609-399-0049

Anyone interested or knows of anyone interested should contact a steering member. My compliments to the steering committee and the Philadelphia Chapter Membership for undertaking this exciting and worthwhile venture.

PHILADELPHIA CHAPTER

New Officers and Directors Elected at the April 8th Business Meeting

During the April 8th meeting the following officers and directors were unanimously elected for the term beginning July 1, 1993.

President	Karen D. Willimann, CPCU
First Vice President	Frank J. Mason, Jr., CPCU
Second Vice President	Terrance C. McDonnell, CPCU
Secretary	Bruce Tuttle, CPCU
Treasurer	Shirley Funkhouser, CPCU
Director (Two Year)	Josephine Battisti, CPCU
Director (Two Year)	Thomas J. Krall, CPCU
Director (Two Year)	Hsuan-Shiang Wu, CPCU
Director (One Year)	Terrence O. Carlin, CPCU
Director (One Year)	Anne Kopanski, CPCU
Director (One Year)	Antonio Ramirez, CPCU



Art Hanebury, CPCU who chaired the Nominations Committee for new Chapter Officers and Directors for 1993-94 reads the list of nominees at the April meeting where the election was held shortly after.

Past Recipients of the Franklin Award Were as Follows:

- 1983 Edwin S. Overman, Ph.D., CPCU, CLU
- 1984 Mariellen Whelan, Ph.D.
- 1985 Thomas Finley
- 1986 George Head, Ph.D., CPCU, CLU
- 1987 John Topoleski, CPCU
- 1988 Eugene Fidel
- 1989 MADD (Mothers Against Drunk Driving)
- 1990 H. Gordon Heile, ARM
- 1991 James Bryson
- 1992 Bob Clair



Wayne Snider addresses the audience after accepting the Franklin Award.

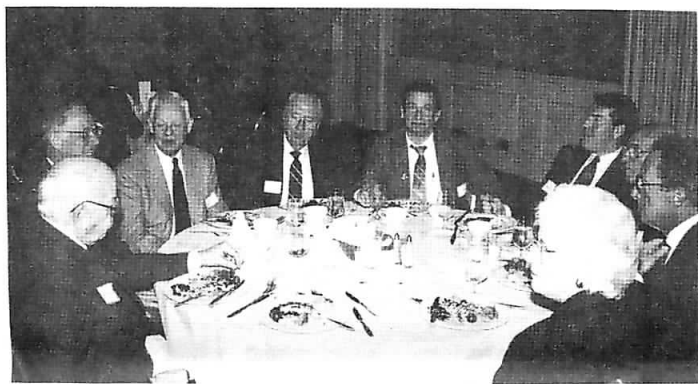


Table of former Franklin Award recipients and dignitaries on hand were (l to r): George Whitfield, former President of the National Society of CPCU, James Bryson (1991) Gordon Heile (1990), Ed Overman (1983), John Topoleski (1987), Norm Baglini, CEO, Insurance Institutes, Gene Fidel (1988), Bob Clair (1992) and Mariellen Whelan (1984).



National Society Director Phil Spinelli (r) offers congratulations to Wayne Snider during the Franklin Award reception. Looking on are chapter members Bob Hedges and Iles Wauhop.



Posing with the Franklin Award (l to r): Wayne Snider, Ph.D., CPCU, CLU, recipient and Jo Battisti, CPCU, chairman of the Selection Committee and 1983 and original recipient Ed Overman, Ph.D., CPCU, CLU.



A hug of affection for Wayne Snyder is given by good friend Florence Larcamp of Quaker Chemical.



Another hug of affection is given by Jo Battisti.



Some of the crowd who came to honor Wayne Snider during the reception.

By: Karen Willimann, CPCU, President Elect

Your chapter is constantly looking to our membership for volunteers to serve on its many committees. Published here for your review are profiles and chairpersons to contact if you have interest in volunteering your time.

BOARD GAME

Chair: Bruce Tuttle, CPCU
Phone: 215-574-5776
Time: Less than 1 hour a month
Write: Confirmation letters
Call: College, promoter, game manufacturer
Speak: Advise CPCU board of progress
Develop: Game Board, marketing plans, financial plan



Bruce Tuttle, CPCU

BREAKFAST PROGRAMS

Chair: Frank Mason, CPCU
Phone: 215-687-8580
Time: 2 hours a month
Write: Season ticket letters and 8 monthly meeting notices
Write: Confirmation and thank you letters to speakers
Call: Prospective speakers to discuss topics and schedules
Call: Hotel to arrange menu and meeting rooms
Call: On-Site support staff to confirm registrations and tickets
Speak: Announce speakers, chapter events, etc.
Develop: Topics, future speakers



Frank Mason, CPCU

CANDIDATE DEVELOPMENT

Chair: Shirley Funkhouser, CPCU
Phone: 215-627-5306
Time: 2 hours a month
Write: Congratulatory letters to program completers
Call: Carriers and agents to set up recruiting meetings
Speak: To small groups of prospective students
Sponsor: Students
Kit: Kit available from national CPCU



Shirley Funkhouser, CPCU

CAREERS INSURANCE

Chair: Robert Hedges, CPCU
Phone: 215-646-6047
Time: 1 hour a month
Write: To high school officials
Call: Responding school to make appointment
Speak: At school about insurance careers
Kit: Careers kit available from national CPCU



Robert Hedges, CPCU

CHAPTERGRAM

Chair: Peter Palestina, CPCU, Editor
Phone: 215-834-1410
Time: 1 hour a month
Write: Articles about CPCU activities for quarterly newsletter
Call: Printer to check on draft and print schedule
Develop: Survey, profiles, or other materials to include
Kit: Kit available from national CPCU



Peter Palestina, CPCU

DIRECTORY

Chair: Karen Willimann, CPCU
Phone: 215-251-2773
Time: 1-2 hours a month
Write: Carriers & agents to place ads
Call: Printer and society to get name disks
Develop: Format, layout, cover



Karen Willimann, CPCU

EDUCATION

Chair: Larry Klein, CPCU
Phone: 215-575-5701
Time: Less than 1 hour a month
Write: Education report of courses, number of students, etc.
Call: Insurance Society of Phila. to get dates
Speak: report to board



Larry Klein, CPCU

FIRE ESSAY CONTEST

Chair: Peter Palestina, CPCU
Phone: 215-834-1410
Time: 1 hour a month
Write: Letters for fire marshals and schools offering contest
Call: Schools, township officials, photographer to confirm schedules
Speak: Present awards to students
Develop: Contest rules and obtain judges, establish school coordinator
Obtain awards and arrange for payment from treasurer



Peter Palestina, CPCU

FRANKLIN AWARD

Chair: Jo Battisti, CPCU
Phone: 215-560-2623
Time: Less than 1 hour a month
Write: Nomination request and luncheon table request letters
Write: Meeting notice, guest and speaker invitation letters
Call: Selection committee and industry leaders to get nominations
Call: Gallery to get award bowl, hotel to confirm room
Speak: Announce winner and speakers
Develop: Luncheon and reception meeting room and menu
Greet: Attendees



Jo Battisti, CPCU

I-DAY & CONFERMENT

Chair: Terry Carlin & Shirley Funkhouser, CPCU
Phone: 215-864-5600 627-5306
Time: 2-3 hours a month
Attend: Joint I-Day meetings; assemble new designees at I-Day
Write: Chaptergram articles before and after
Write: Letters inviting head table guests
Call: Hotel for reception room; committee to confirm progress
Develop: Topics, speakers, conferment officer, list new designees & guests
Greet: New designees at reception
Kit: Kit available from national CPCU



Terry Carlin, CPCU & Shirley Funkhouser, CPCU

MEMBERSHIP

Chair: Larry Klein, CPCU
Phone: 215-575-5701
Time: Less than 1 hour a month
Write: Letters of welcome to transferred CPCUs
Develop: Methods to retain membership



Larry Klein, CPCU

NEW DESIGNEE

Chair: Tony Ramirez, CPCU
Phone: 215-981-7006
Time: 1 hour a month
Write: Article for Chaptergram, welcome letters
Call: New designees and committee members
Develop: Involvement campaign
Greet: New designees at breakfast meetings
Kit: Kit available from national CPCU



Tony Ramirez, CPCU

PUBLIC RELATIONS

Chair: Karen Willimann, CPCU
Phone: 215-251-2773
Time: 1 hour a month
Write: 4 or more press releases on chapter events
Develop: Press list, news outlets such as cable TV
Kit: Kit available from national CPCU



Karen Willimann, CPCU

RESEARCH

Chair: Anne Kopanski, CPCU
Phone: 215-884-2525
Time: 1-2 hours a month
Write: Monograph or research paper
Call: Committee members to check progress
Develop: Topics, resources and other documentation
Kit: Kit available from national CPCU



Anne Kopanski, CPCU

SEMINARS & WORKSHOPS

Chair: Bruce Tuttle, CPCU & Cindy Wolkiewicz, CPCU
Phone: 215-574-5776 & 542-0600
Time: Less than 1 hour a month
Write: Chaptergram article about program
Call: National society for speakers or contact speaker direct
Speak: Announcement speaker
Develop: Topics, menu, meeting room
Greet: Attendees; give badges, handouts and have them sign in & out
Kit: Kit available from national CPCU



Bruce Tuttle, CPCU & Cindy Wolkiewicz, CPCU

April Meeting Recap

by: T.C. McDonnell, CPCU



The meeting was opened by Larry Klein, who asked Art Hanebury to present the recommendations of the Nominating Committee for the 1993-94 term. There being no additional nominations from the floor. Approval of the slate was moved, seconded and passed.

The meeting was then turned over to Frank Mason, who introduced Walter O. Smith, who has 25 years experience in the insurance industry and is self employed as a sales and management consultant. Mr. Smith led a highly interactive discussion on ethics.

After a self assessment, done using forms that he distributed, the group discussed the definition of ethics and the reasons that some people may behave in an unethical manner. We discovered that most everyone has, at one time or another, done something in their personal, social or professional life, that they would now consider to be unethical. Some of the rationalizations that are used to defend unethical behavior include: ethical behavior takes more time; fear of loss of power or position; revenge and "Everybody else is doing it."

There are many influences that affect our behavior and our behavior has been shaped by our parents and our environment. Mr. Smith's mother used to say "If you don't have something good to say about someone,..." It would appear that all mothers in the world know each other or at least have many of the same messages for their children.

Mr. Smith left the group with seven (7) principles to follow:

1. Don't circulate a false report.
2. Don't follow a crowd to do wrong.
3. Avoid prejudice in judgement.
4. Maintain a high standard of care for the property and interests of others.
5. Keep yourself "far" from false matter.
6. Don't oppress strangers (anyone weaker than you), and
7. Take no bribes.

The source of these Principles is Exodus 23:1-9 and following these seven principles should certainly lead one toward a higher level of ethical behavior.

The session was closed with a quote from Mark Twain "When in doubt, tell the truth."



Those of us who attended the April meeting on Ethics filled out questionnaires used in the discussion segment of the meeting moderated by Walter O. Smith. Larry Gross uses his lap to hold his questionnaire.



Walter O. Smith gave a presentation on the subject of Ethics at our April meeting.



Some of our members at the April meeting on Ethics.

Professional Errors & Omissions Seminar a Success

By: Cynthia Kelly Wolkiewicz, CPCU, CPIW

In the first of many, the Phila. Chapter of the Society of CPCU and the Insurance Society of Phila. jointly hosted a seminar on March 2, 1993. The topic was professional Liability and Agents & O. Speakers Robert M. Parker, Esq., Senior VP of Aon Direct Group and Kenneth Smith, CPCU, CLU, ARM, AAI, president of Insurance Specialties Services both provided a wealth of information to the attendees.

The next joint seminar is scheduled for October 5, 1993. Topic to be announced.



From the Editor

by: Peter Palestina, CPCU

COMP ANYONE?

Today is April 19th as this Chaptergram goes to the printer. I hope by the time you read this something positive has been accomplished by the Pennsylvania legislators with regard to the workers compensation issue. This morning's newspaper indicated that the house is at odds with the senate version and vice versa for the senate with the house version. The article quoted one legislator as saying the only way anything would happen at this point is for a subcommittee comprised of house and senate members to hash out a compromise bill that both chambers can support.

Wouldn't it be great if whatever occurs would be acceptable to the insurers, lawyers, doctors, workers and brokers...NOT! Never happen. Agents and brokers will continue sending those applications to the state fund, only at a more frequent rate as depicted in our "Seepy Seeyou" cartoon. Unfortunately, this issue of non-availability of standard workers' compensation markets exists in any states, not just PA and agents/brokers are hard pressed to find willing writers for anything under \$50,000,000. Those that have markets have a leg up on their competition not to mention another round of competition on the entire account. If an insured has to go the state fund, then the other lines must be priced significantly lower than the company who will write the entire account. Accounts will move at no savings in overall premium if a carrier will write the comp as well.

Speaking of the comp problems, for those that may not have seen this, I thought you would get a kick out of the following joke published some time ago by Michael Lee, risk management assistant for the city of Minneapolis:

Jesus was touring a hospital and asked the first patient he saw, "What's wrong with you son?" The man replied, "I am crippled from a farming accident." Jesus touched the man, who got up and ran out of the hospital totally cured.

Jesus went over to the next bed and asked the woman, "What is wrong with you, my daughter?" The woman replied, "I lost my sight as a child." Jesus touched her, and suddenly she could see for the first time in many years.

Jesus approached the next patient, but before Jesus could open his mouth the man shouted: "Don't touch me, Jesus, I'm on workers' comp!"

Hope everyone enjoys the summer and I'll see you in September's Issue.



Maria Kuttruff, chapter activities coordinator for the Society of CPCU brought the Phila. Chapter board members up to date on National's Services and also listened to suggestions offered by our board to attract more member involvement in chapter activities.



Some of us thought that past president Art Hanebury was trying to recruit real young CPCU prospects at our April meeting. Actually Art took daughters Jessica (l) and Jacqui (r) to the breakfast and then took them on a tour of Philadelphia afterwards.

Philadelphia Chapter Financial Statement Including Budget Performance 7/1/92 through 3/31/93

by: Terry Carlin, CPCU, Chapter Treasurer

CATEGORY DESCRIPTION	ACTUAL	BUDGET	VARIANCE
INCOME/EXPENSE			
INCOME			
DIRECTORY INC	0.00	0.00	0.00
DUES	18,903.00	22,000.00	(3,097.00)
FRANKLIN AWARD	3,490.00	4,800.00	(1,310.00)
I-DAY	00.00	2,000.00	(2,000.00)
INTEREST INC	360.56	750.00	(389.44)
BKFST MEETING INC	9,701.00	12,000.00	(2,299.00)
SEMINAR INC	6,686.00	2,000.00	4,686.00
SP SOCIAL INC	0.00	2,000.00	(2,000.00)
TOTAL INCOME	39,140.56	45,550.00	(6,409.44)
EXPENSES			
ADMINISTRATION	4,531.90	8,200.00	(3,668.10)
ANN'L MEETING	1,216.28	2,500.00	(1,283.72)
CANDIDATE DEV	0.00	200.00	(200.00)
CAREERS IN INC	9.00	200.00	(191.00)
CHAP OFF LC	0.00	1,000.00	(1,000.00)
CHAPTERGRAM	7,669.53	9,750.00	(2,080.47)
DIRECTORY EXP	0.00	0.00	0.00
FIRE ESSAY	339.60	400.00	(60.40)
FRANKLIN AWARD	4,529.09	4,150.00	379.09
H.J. LOMAN FOUND	550.00	550.00	0.00
I-DAY EXP	613.99	500.00	113.99
ISOP	110.00	600.00	(490.00)
MEETING EXP	9,819.54	10,500.00	(680.46)
MEMBERSHIP COMM	0.00	200.00	(200.00)
MISCELLANEOUS	0.00	250.00	(250.00)
NEW DESIGNEE	503.50	750.00	(246.50)
PUBLIC REL COMM	500.00	500.00	0.00
RESEARCH PROJ	0.00	250.00	(250.00)
SP SOCIAL EXP	0.00	2,000.00	(2,000.00)
ANDREW DONATION	250.00	0.00	250.00
TOTAL EXPENSES	30,642.43	42,500.00	(11,857.57)
SURPLUS	8,498.13	3,050.00	5,448.13

Bank balance as of 3/31/93 • Checking: \$18,291.46 • Savings: \$3,659.16

The On-Going Saga of "Seepy Seeyou"



That's the 400th workers' comp state fund application, let's call it a day and work on the expiration list tomorrow!!

*February
Meeting Recap
London Market
Discussed*

by: Virginia Cameron, CPCU



Alasdair D. Ritchie, of Bowring Ltd. was the speaker at the February breakfast meeting. We had a good turnout as fellow CPCU's were eager to finally learn "What's Happening in the London Market."

Mr. Ritchie began with a brief historical overview of Lloyds' origins in a coffee house and how it now is made up of more than 22,000 individuals or "names." He then went on by defining the word "broker" as either, "one of the devil's near kinsmen", "a pimp" or the preferred definition, "an office keeper."

With this clarified, the speaker described how Lloyds is organized. There are four market divisions: marine, non-marine, aviation and motoring (auto). However, these boundaries can be crossed by all underwriters and commonly are. Furthermore, Lloyds brokers are not limited to Lloyds underwriters. As an example, AIG currently has a box on the floor at Lloyds. Likewise, more than 200 broking firms have access to Lloyds.

Regarding capacity, Mr. Ritchie did state that this is slightly down from last year. However, there are 2,000 more names than there were in 1980. And, although some syndicates were closed to cut costs, all of the business was taken over by other syndicates. Mr. Ritchie cited a similar reorganization taking place on a global level resulting in a leaner and healthier insurance industry.

According to Mr. Ritchie, "Lloyds is very healthy". In 1991, 160 syndicates of the 270 made a profit. Lloyds is self regulated and adheres to an annual solvency test requiring 30% capital to premium income. Our speaker even went so far as to recommend that this is the item to become a "name" at Lloyds (minimum requirement, 250 million pounds sterling). Part of Lloyds "recovery" is due to the across the board rate increases. In Lloyds' January renewals, rates rose 15-20%. Mr. Ritchie predicts that 1992 should have been a profitable year for Lloyds.



Alasdair D. Ritchie, Div. Director at Bowring, Marsh & McLennan, Ltd. addresses the members at the February meeting where the topic was "What's Happening in the London Market."



Some of the audience at our February meeting listen to commentary on the London market.

PHILADELPHIA CHAPTER, CPCU

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