



**Special points of interest:**

- John Mulhern Named Honoree of the Year
- Coleen McCloskey awarded second Neubauer Memorial Scholarship
- Summer May be Over but....
- Heard on the Street

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## John Mulhern Named Honoree of the Year

Every Year, the NJ Surplus Lines Association takes into careful consideration the qualities they look for in their Honoree of the Year. While the choices for 2004 were abundant, one name stood out above the rest, and that name was Mr. John P. Mulhern.

Mr. Mulhern is a Partner with the New York Law Offices of Leboeuf, Lamb, Greene and McRae LLP., in which he has been with for 20 years. He is a

graduate of the University of Illinois and a husband and proud father of 5 children.

Accompanied by his family, Mr. Mulhern was awarded the 2004 Honoree of the Year award by the New Jersey Surplus Lines Association on April 14, 2005.

Through his hard work and efforts with the New Jersey Surplus Lines Association and various Insurance Industry Committees, he provided inval-

able services to the NJ Surplus Lines Insurance community

His open door policy and easy accessibility, along with his knowledge and passion for the Surplus Lines Industry, make him a household name with brokers, carriers and regulators alike.

The NJ Surplus Lines Association has taken great pride in awarding John P. Mulhern the 2004 Honoree of the Year Award.

And we thank you, John!

## Survey Says.....

A recent survey was conducted of the Membership. The results follow:

- 14 Members responded
- 71% felt we offered the right number of meetings
- 85% wanted either the same or more educational seminars and activities

The most important benefits to membership were the networking opportunities and being kept up to date on current key issues

- A suggestion was made to start an Under Forty Group within the organization

- The value of the web site could be enhanced by adding information on obtaining a Surplus Lines Li-

cense, filing quarterly reports and adding a checklist for completing a surplus lines transaction

- 71% thought we should host a 2-day annual convention, and the same number thought we should have more joint activities with other professional associations.

Our thanks to those who responded!!

## Board Members and Committee Assignments\*

Your Board of Directors for 2005 is as follows:

	Position	Name	Phone	Email
<b>Committee Chair</b>	Past President	Charles McCloskey, Jr.	201-641-5100	<a href="mailto:charlesjr@metcomexcess.com">charlesjr@metcomexcess.com</a>
	President	Steven R. Gross	973-467-4467	<a href="mailto:sgross@metroins.com">sgross@metroins.com</a>
<b>Meetings</b> Anthony Montano	Vice President	Frank Seigel, CPCU	973-616-1800	<a href="mailto:seigel@dvua.com">seigel@dvua.com</a>
	Secretary	Kevin Engelke	856-797-8200	<a href="mailto:kengelke@jimcor.com">kengelke@jimcor.com</a>
<b>Legislative</b> Kevin Engelke	Treasurer	Dennis Pellegrino, Jr.	609-530-0111	<a href="mailto:dpellegrinojr@excelins.com">dpellegrinojr@excelins.com</a>
	Director	Howie Rosenthal	201-261-5100	<a href="mailto:hrosenthal@ca-group.com">hrosenthal@ca-group.com</a>
<b>Membership</b> Dennis Pellegrino, Jr.	Director	Robert D. Morgan	610-225-2257	<a href="mailto:rmorgan@usli.com">rmorgan@usli.com</a>
	Director	Anthony Montano	973-422-0030	<a href="mailto:amontano@crcins.com">amontano@crcins.com</a>
<b>Communication</b> Frank Seigel	Director	Dan Jahnsen	732-212-1200	<a href="mailto:djahnsen@bolanjahnsen.com">djahnsen@bolanjahnsen.com</a>
	Counsel	John Mulhern	212-424-8630	<a href="mailto:jmulhern@lglm.com">jmulhern@lglm.com</a>
		Michael Byrne	212-424-8440	<a href="mailto:hbyrne@lglm.com">hbyrne@lglm.com</a>
<b>Finance</b> Dennis Pellegrino, Jr.	<b>Executive</b>	<b>Vicky Nelson</b>	<b>973-467-4467</b>	<b><a href="mailto:vnelson@metroins.com">vnelson@metroins.com</a></b>
	<b>Director</b>			

**Want to be added to our e-mailing list? Drop a note to Vicky Nelson or Dennis Pellegrino, Jr.**

### Trivia Question of the Month—

Nearly everyone in the insurance business knows who "A.M. Best Co." is, and probably when it was founded. (They tell you often enough!) BUT—who knows what the "A" stands for? For extra credit, where was A.M. Best FIRST located (be specific—city AND street), and for extra, extra credit—what does the "M" stand for?

Send answers to Frank Seigel—[seigel@dvua.com](mailto:seigel@dvua.com). Winners will be announced next issue!

### 2005 Meeting Schedule (Remaining)

Date	Event	Location
October 18	General Meeting - President's Forum	Woodbridge Hilton
December 7	<b>Holiday Party</b>	Liberty House—Jersey City

\* Visit our website at:  
[www.njsla.org](http://www.njsla.org) for a complete  
list of Committee Members

**Contributions to the Newsletter are ALWAYS welcome! Please submit your articles, letters or photos to Frank Seigel ([seigel@dvua.com](mailto:seigel@dvua.com)).**

## Second Annual Neubauer Scholarship Awarded

Congratulations to Coleen McCloskey-Ramadan, our second winner of the Jack Neubauer Memorial Scholarship award!

Her essay was selected as the winning submission by the Scholarship Committee.

Coleen is the Manager of the Claim Department at Metcom Excess, where

she has worked for 5 years. Prior to joining Metcom, she worked for



Coleen McCloskey-Ramadan accepts the second Jack Neubauer Memorial Scholarship Award from Jeff Neubauer and Bob Morgan

20 years in the Health-care Industry as a nurse. beneficial.

With this scholarship, she attended the NAP-SLO Beginner's School which was held from June 25-28 in St. Louis. Coleen reports that she had a great time meeting all the names and faces of the insurance industry and found the school extremely helpful and

NJSLA is awarding another Scholarship for the Advanced School in November. Since space for this school is completely SOLD OUT, the NJSLA Scholarship may be the only way one can attend!

Check out our web site for details—there is less than two weeks left to enter!!

## Summer May be Over.....But Memories Remain!

Another beautiful day dawned over the hills of Maplewood...the start of THE EVENT of the Year...(well, OK, maybe the US Open was first). The sun was shining, the day hot, and the golfers were.....having a ball!!

If you missed the Outing, you missed a spec-

tacular event.

Over 115 golfers participated, then enjoyed a terrific cocktail hour followed by a magnificent buffet dinner.

Please see the Special Golf Outing Supplement to this Newsletter with some photographs of the event.



## Paul Siegel Enlightens (and Entertains)!

On June 14, Paul Siegel, Esq., an employment law and litigation partner of Jackson Lewis, LLP provided his usual wit, wisdom and good advise on what NOT to do in the area of employment law.

While the theme of the event was that of a "Beach Party", Paul's discussion centered around the ramifications

of making "mistakes" in the hiring and termination process. Admittedly, it was hard to take seriously an attorney who was wearing a "lei"!



However, the attendance was outstanding, and most every-

one got caught up in the "Beach Party" theme.



**NEW JERSEY  
SURPLUS LINES  
ASSOCIATION**

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**Vicky Nelson**

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**PRESIDENT'S MESSAGE**

**Steven R. Gross**

It is my distinct honor and pleasure to be writing my first President's message. 2005 has proven to be a challenging year for all of us. With the softening of rates in many areas as well as additional capacity that we have not seen in a number of years, we will be faced with many questions. How do we maintain and increase profitability? How do we grow our book? How do we retain employees? Is now the time to think about selling, merging, or buying?

Much like our businesses, the NJSLA faces exciting but challenging times as well. What can we do for our members? How can we facilitate more participation? What type of programs should we offer? How do we increase our membership? Your board has developed an ad-hoc committee to address all of these major issues. If you would like to serve on a committee the board is eagerly looking for volunteers. Specific committees and their chairpersons are listed in this issue.

As you all know, Margaret Raphael has left us as Executive Director but we are very fortunate to name Vicky Nelson as her replacement. I'm certain that she will serve with the Board with the same dedication and distinction as her predecessors and I ask that you join me in wishing her success in this position.

I look forward to serving as your President and encourage you to call me with any questions or suggestions you might have.

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**Heard on the Street.....**

"We should abolish contingent commissions throughout the industry."  
*Joseph Plumeri, Chairman & CEO, Willis Group Holdings*

"If the trial lawyers oppose this bill, then it must be good to pass.."  
*Chuck Fritsinger, Jr., Phoenix, AZ (from IJ)*

Your commission was HOW MUCH???  
*General Elliot Spitzer, New York Attorney General*

"Arguing with a company underwriter is like wrestling in the mud with a pig, after awhile, you realize the pig enjoys it!" ..

**"Let's Roll!!!"**

***In Memoriam: the Passengers & Crew  
of United Flight 93—September 11, 2001***