



news@njsla

From The President, Frank Mastowski

Dear readers:

Let me start out by wishing all our members a prosperous 2001. At the holiday meeting, your new board committed to the following agenda:



- Communication through this newsletter, email and other telecommunications. Our website, njsla.org, is currently under construction, feel free to visit, just keep in mind, it is a "work in progress".
- Involvement with legislative issues.
- An open forum by inviting our members to attend committee meetings
- Support of the wholesale broker system in New Jersey,

To those ends we are publishing the NJSLA schedule and the names of the committee chairs. We invite every member to participate by volunteering for a committee or attending our meetings. It's your association and we invite you to become an active part of it and give something back to the industry that gives you so much.

I'm honored to take on the role as your president, following many dedicated individuals who have allowed the NJSLA to flourish. I thank the board members for volunteering their time and effort. I personally extend an invitation to all members to contact me with your ideas and suggestions for our association in the coming year.

Frank Mastowski
President

2001 CALENDAR OF EVENTS

- **February 27**
Education Seminar
General Meeting
- **April 26**
Honoree Dinner
- **June 12**
General Meeting
(Legislative)
- **July 16**
Annual Golf Outing
- **October 9**
General Meeting
(President's Forum)
- **December 12**
Holiday Dinner

Executive Board Meetings

- March 13
- May 15
- June 12
- September 18
- October 9
- November 6
- December 12

www.njsla.org

COMMITTEE

Audit
Meetings
Legislative
Membership

AD HOC COMMITTEES

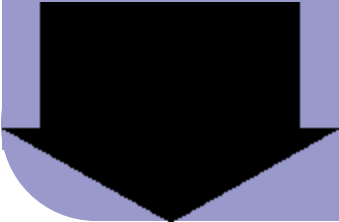
Association Liaison
Communication
Education
Finance
Golf Outing
Honoree
Technology
*Scholarship

(*pending membership approval)

CHAIRPERSON & CO's

Steve Gross
David Griffith
Charlie McCloskey, Jr, David Griffith, Tom Mulligan
Charla Woodeshick

Peter Wilkens
Tom Mulligan
Kevin Engelke, Frank Powell
Steve Gross, Charile McCloskey, Jr.
Steve Gross
Charla Woodeshick, Kevin Engelke
Steve Gross
Justin Raphael, David Griffith, Tom Mulligan



NEW JERSEY SURPLUS LINES ASSOCIATION

NJSLA
c/o Tina Bukow-Truman
124 North Street A5
Bayonne, NJ

BOARD MEMBER LISTING

President:
Frank Mastowski
Jimcor Agencies
Tele: (201) 784-8900
Email: fmastowski@jimcor.com

Vice President:
David Griffith
Princeton Risk Managers, Inc.
Tele: (609) 924-9222
Email: dgriffith@princetonrisk.com

Secretary:
Charles McCloskey, Jr.
Metcom Excess, Inc.
Tele: (201) 945-1717
Email: charlesjr@metcomexcess.com

Treasurer:
Steven R. Gross
Metro Insurance Co.
Tele: (908) 688-3088
Email: sgross@metroins.com

Immediate Past President:
Peter A. Wilkens, CPCU
Professional Risk Placements, LLC
Tele: (732) 450-9730
Pwilkens@ca-group.com

DIRECTORS:

Tom Mulligan
Western World Insurance Group
Tele: (201) 847-8600
Email: t.mulligan@westernworld.com

Charla Woodeshick
DVUA of NJ, Inc.
Tele: (973) 377-7779
Email: woodeshi@dvua.com

Kevin Engelke
Horan Goldman of NJ, Inc..
Tele: (609) 953-7200
e-mail: kengelke@horangoldman.com

Justin Raphael
Raphael & Associates
Tele: (201) 489-9165
e-mail: raclaims@aol.com

COUNSEL

LeBoeuf, Lamb, Greene & MacRae
John Mulhern
Michael Byrne
Tele: (973) 643-8000

EXECUTIVE DIRECTOR

Tina Bukow-Truman
Tele: (201) 420-3562
Email: tbukow@jeffgroup.com



LEGISLATIVE UPDATEby Michael Byrne

**Board Members Meet
with
New Jersey Department
Over Proposed
Surplus Lines Regulation**

Frank Mastowski, Pete Wilkens and Frank Powell, Jr. and LeBoeuf, Lamb, the Association's legal counsel, met with several members of the New Jersey Department of Insurance in December, 2000 to discuss the proposed surplus lines regulation (the "regulation"). As you may know, the regulation has been in the pipeline for a few years. The Association has been an active participant in the drafting process and it now seems possible that the Department is prepared to respond to the Association's requests and move the measure forward. The regulation likely will be published in the New Jersey Register for public comment in the very near future.

surplus lines insurer introducing a new line of coverage to request a waiver of the form filing limit; (ii) permitting the automatic export of associated coverages where the unprocurable portion appears on the Exportable List or is a certain type of liability coverage (e.g., professional liability); and (iii) amending the wording of the producing agent's certification statement regarding their diligent effort to more closely track the regulation's definition of "diligent effort."

The Department, so far, has been very receptive to the Association's suggestions. In fact, the regulation that was the subject of the December 2000 meeting had already incorporated many of the Association's previous proposals and suggestions. The Executive Board is cautiously optimistic that the proposed regulation, as finally published for public comment, will include most of the Association's proposals and suggestions from the December meeting. The Board will continue to monitor developments concerning the regulation and keep you posted through this newsletter.

Some of the issues discussed during the December 2000 meeting were: (i) allowing a



We are proud to announce NJSLA's 2000 HONOREE

Thomas P. Nerney, CPCU

Chairman, President & CEO
United States Liability Insurance Group

