



Special points of interest:

- Andy Frazier Named Honoree of the Year
- Teresa Camano awarded fits Neubauer Memorial Scholarship
- Winner of First Trivia Question Announced
- Don't forget the Golf Outing!
- Heard on the Street

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Andrew Frazier Named NJSLA Honoree of the Year

The Board and its members take great pride in presenting the 2003 Honoree of the Year award to Andrew Frazier, President and CEO of Western World Insurance Group. Frazier, graciously and with his usual good sense of humor, endured taunts and old tales as he was gently roasted by Mary Ellen Rozelle, of Continental Marmorstein and Malone.

Andrew began his career in 1972 with Schroders, Inc., a British based merchant bank and in 1980 became a Director of Schroder Capital Management, Inc. He joined the Western World Insurance Group in 1982 as Senior Vice Presi-

dent of Finance, and was named Executive Vice President and Chief Operating Officer in 1987, the position he held until his election as President and Chief Executive Officer effective January 1, 1992.

He earned his CPCU designation in 1991, his MBA from the University of Chicago Graduate School of Business in 1972, and his BA from Johns Hopkins University. In addition, Frazier is a member of the Board of Governors of the Property Casualty Insurers Association of American (PCI). He serves as a Director for NAPSLO, co-chairing the Legislative



Andrew Frazier, President of Western World Group, accepts the 2003 Honoree of the Year award from Charles McCloskey, Jr.

Committee. He also serves as a Trustee of the Derek Hughes/NAPSLO Education Foundation and is a former Director of the AI CPCU.

Auto Liability For Limos Added to NJ Exportable List

After a recent hearing in Trenton (which was dutifully attended by representatives of your Association), Commissioner Holly Bakke announced that the Exportable List would remain as is, except for the addition of Auto

Liability for Limos. To quote Bulletin No. 04-10:

“Eligible surplus lines insurers can now accept these risks as long as their Certificate of Eligibility states that they are permitted to write this risk.” The Bulletin provides

rules in the event that an exception is required.

Additional information may be found on the Department's website at:

<http://www.njdobi.org/bulletin.shtml>

Board Members and Committee Assignments

Your Executive Board for 2004 is as follows:

Position	Name	Phone	Email
Past President	Frank Mastowski	201-573-8200	fmastowski@jimcor.com
President	Charles McCloskey, Jr.	201-641-5100	charlesjr@metcomexcess.com
Vice President	Steven R. Gross	908-688-3088	sgross@metroins.com
Secretary	Frank Seigel, CPCU	973-616-1800	seigel@dvua.com
Treasurer	Kevin Engelke	856-797-8200	kengelke@jimcor.com
Director	Dennis Pellegrino, Jr.	609-530-0111	dpellegrinojr@excelins.com
Director	Robert D. Morgan	610-225-2257	rmorgan@usli.com
Director	Anthony Montano	973-422-0030	amontano@crcins.com
Director	Joe Powell	732-679-3777	jpowell@lawppl.com
Counsel	John Mulhern	212-424-8630	jmulhern@lgm.com
	Michael Byrne	212-424-8440	hbyrne@lgm.com
Executive	Margaret Raphael	201-489-2565	margaret.rafael@raphaelandassociates.com
Director			

Want to be added to our e-mailing list? Drop a note to Margaret Raphael, Anthony Montano or Frank Seigel!

We Have a Winner of the Trivia Question of the Month—

Congratulations to Stu Rutenberg—winner of last issue's Trivia Question of the Month, "Why do golf courses have 18 holes (and not 10 or 20 or some other number)?" Stu correctly advised "It was said that there are 18 shots in a fifth of scotch. By drinking one shot per hole played, the scotch ran out after eighteen holes". Answered like a true insurance broker, Stu!

2004 Meeting Schedule (Remaining)

Date	Event	Location
July 12	Annual Golf Outing	Maplewood Country Club
October 12	General Meeting - <i>President's Forum</i>	Woodbridge Hilton (<i>tentative</i>)
December 9	Holiday Party	PNC Bank Arts Center

Committees

Meetings

Anthony Montano
Dennis Pellegrino, Jr.

Legislative

Kevin Engelke, Bob Morgan
Dennis Pellegrino, Jr. &
Joe Powell

Membership

Anthony Montano
Frank Seigel

Association Liaison

Frank Seigel, Joe Powell &
Bob Morgan

Communication

Frank Seigel
Kevin Engelke

Education

Joe Powell

Finance

Steven Gross
Kevin Engelke

Golf Outing

Steven Gross

Honoree

Steven Gross
Kevin Engelke

Theresa Camano Awarded First Neubauer Scholarship

Theresa A. Camano, RPLU, of Professional Risk Placements has been awarded the first Jack Neubauer Memorial Scholarship. NJSLA will pay her tuition to attend the 2004 NAPSLO E&S School in St. Louis, MO.

Scholarship Committee Chair, Bob Morgan, said, "In the opinion of the Scholarship Commit-

tee, she most represented the commitment to professionalism and continuing education of the applicants." Teresa competed against a number of qualified applicants by writing a 500 word essay describing why she wanted to attend this school. Teresa summed it up by saying, "Even though I recently received

my RPLU designation, it is not enough for me to sit back and be content with that accomplishment. I would welcome the opportunity to further broaden my knowledge by representing the Surplus Lines Association of New Jersey at one of the Industry's premier schools."

Our heartiest congratulations Teresa!



Theresa A. Camano, RPLU accepts the first Jack Neubauer Memorial Scholarship Award

The Annual Golf Outing Cometh.....!

Steve Gross, Event Chair, proclaimed that another beautiful day will be in store for us on July 12.

No doubt, tales of woe will abound (and we're not talking about softening rates!). Chipmunks, squirrels and woodchucks may spoil that "perfect" shot, but

Steve guaranties that the day will be a "perfect" success. And how could it not be, since, as always, in addition to great weather, we'll enjoy the company of great friends, and (would it be golf without it?!) great food and grog.

Hosted once again by Maplewood Country Club, we anticipate the event to bring over 110 participants, both for golf and/or dinner, so get your reservations in to Margaret now!



NJSLA Co-Sponsors Continuing Education Classes with the BIG "I" and PIA

NJSLA President McCloskey wanted NJSLA to become more involved with other organizations. So, in addition to sponsoring the first CIC scholarship, McCloskey asked Kevin Engelke and Frank Seigel to put together a couple of CE classes for the Ind. Ins. Agents of Essex County, and for the "March Madness" classes hosted by PIA.

Kevin and Frank restructured our existing course, and prepared a PowerPoint CE class on (what else) "Understanding Surplus Lines", and "How to Get YOUR Submission Quoted NOW! This second section included some actual examples of risks that some of our members have seen (don't worry—the names were changed to protect the guilty!)

There were nearly 100 attendees at both seminars, and from feedback received, the "Daring Duo" will be invited back for an encore performance at PIA's "March Madness" next year!

Our thanks to Coryn Mastowski, and the Educational Staff of PIA, who put together PIA's "March Madness" seminars, and also to the Board of the IIA of Essex County, Inc., who sponsored that seminar.

**NEW JERSEY
SURPLUS LINES
ASSOCIATION**

Executive Director:

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PRESIDENT'S MESSAGE

Charles McCloskey, Jr.

Happy mid-year, members! I hope you are all having a prosperous 2004. It's been a great year for the NJSLA. The Honoree of the year dinner was a great success; we presented our first annual Jack Neubauer Memorial scholarship for attendance to the NAPSLO school; membership is up; we have conducted seminars for both NJSLA members and our retail clients. On the legislative front we are working with the NJDOBI on a new regulation addressing policyholder notification on Freedom of Form. All the credit for these achievements must go to your Executive Board members; they are doing an outstanding job.

The Board also understands our industry is changing. The marketplace is unpredictable. Nonresident licensing is creating more competition and the need for additional education. Keeping up with technology has become a critical issue in many of our offices. We seem to have fewer and fewer hours in the day. In order to keep our Association in line with these changes, the Executive Board recently sent you all the 2004 NJSLA Membership Survey. **Please take the time out to complete and return it!!** In order to take the Association to the next level we must have our members' input. As always, should you have any questions or concerns, feel free to contact me at (201)641-5100 x 334 or charlesjr@metcomexcess.com

Hope you have a great summer! I look forward to seeing you all at the Golf outing (July 12th) and the President's Forum (October 12th).

Heard on the Street.....

"The days of nobody looking are gone. Companies that are well run, companies that have figured out how to spend less than they make, will thrive in this kind of world."

Joseph Plumeri, Chairman & CEO, Willis Group Holdings

"In any commercial dispute, whoever has the best paper records usually wins."

Grant Hanessian, Partner in the New York office of Baker & McKenzie

"But we're still six to eight points away from where we need to be to give people a fair cut, and already we're basically cheering and saying, 'happy days are here again.' Happy days are not here again. We have a long way to go."

David Delaney, President & CEO of Lancer Insurance Co.

"When the Lord calls me home, whenever that day may be, I will leave with the greatest love for this country of ours, and the eternal optimism for its future."

In Memoriam: Ronald Wilson Reagan: 1911-2004