

PHILADELPHIA LOSS CONFERENCE

C / O LIBERTY REGIONAL AGENCY MARKETS
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April 8, 2005

To the Members:

Thanks to all the 37 who attended our meeting last month. I thought that the format gave rise to an open discussion as well as inviting us all into a real life scenario, one that we sometimes find ourselves in. Thanks in particular to some northern neighbors of ours who were willing to venture south, Tim Klein of Alvin H. Butz, John Grembowitz of Stoner, Ron Weaver of Electronic Restoration and Lynn Rothenhauser of Permanent Odor Removal.

Next up and note, that our meeting in April will be held on the 12th, is Thomas Gresko of Mid-Atlantic Associates. Thomas will be bringing us up to date on how to handle a LUST claim. Anyone who has ever handled a claim in which the insured's underground fuel tank starts to leak, or better put, when they notice that it is leaking, will be seeking a learning advantage. This type of cleanup can happen whenever a haz-mat situation occurs in relation to an insurance claim.

Back to our regular night in May, we have the annual case development by Nelson, Levine, DeLuca & Horst. Always the most important meeting of the year, as nothing stops change and less stops the courts from giving us new roadside maps on how to do our job. And the Pennsylvania courts have not been asleep.

Remember that we now meet at the Double Tree in Plymouth Meeting (640 West Germantown Pike, 19462.)

- Tina has promised to attend and will let us know how well our Enrollment Committee is doing.
- We look for candidates to assume the helm next term. There is a groundswell of support for re-installing Pat Murphy. There are of course no better candidates. He has my vote. Does he have yours or do you have someone else in mind? Will AIG, Nationwide, Keystone, Travellers, Liberty Mutual, State Farm, Fireman's Fund or Allstate come to the party?
- Dust off those clubs, clear those calendars, July 11th is our annual golf outing.

Sincerely,

William F. Kirk, CPCU, AIC, AIM, ARe
President