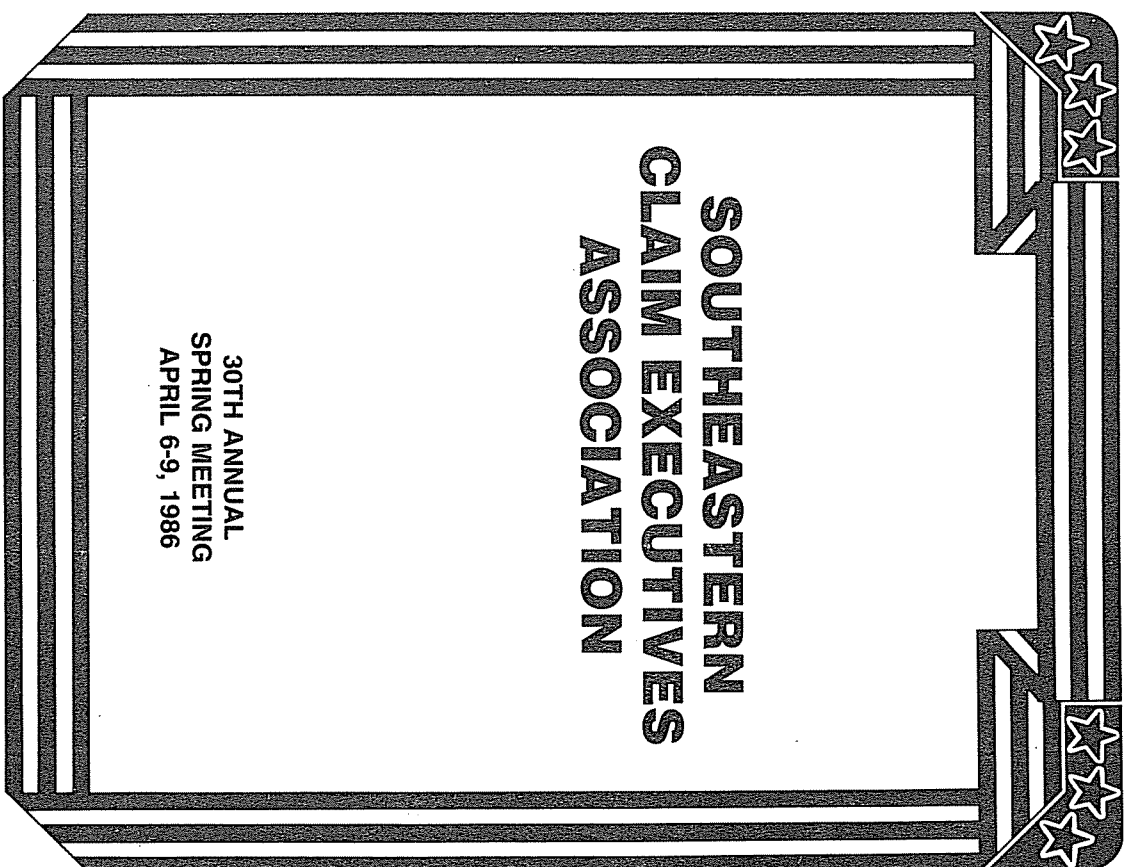


**FUTURE
S.C.E.A. MEETING SITES**

1986

Fall Workshop - October 6-8, 1986
Savannah, Georgia

If you have a change of address, please write:
James H. Garmon
P.O. Box 95005
Baton Rouge, LA 70895-9005



**SOUTHEASTERN
CLAIM EXECUTIVES
ASSOCIATION**

30TH ANNUAL
SPRING MEETING
APRIL 6-9, 1986

SHERATON BAL HARBOUR
BAL HARBOUR, FLORIDA



WHY DO WE GATHER?

To promote harmony, cooperation and cordial business relations among the members.

To encourage a high standard of ethics and proper claims handling.

To discourage false or fraudulent claims.

To expose dishonest, unscrupulous or unethical practices by whoever committed.

To increase the efficiency and knowledge of members and their company claims departments.

S.C.E.A.



The Officers of the

**SOUTHEASTERN
CLAIM EXECUTIVES
ASSOCIATION**

Welcome You

to the

**30TH ANNUAL
SPRING MEETING**

President

JOHN B. (Jay) DENNER
Burt and Scheld, Inc.

Vice-President

H. LAMAR LEE
American Resources
Insurance Company

Secretary-Treasurer

JAMES H. (Pete) GARMON
Louisiana Farm Bureau
Mutual Insurance Company



SUNDAY - APRIL 6, 1986

1:00 P.M. - 5:00 P.M. Registration
 6:00 P.M. - 7:30 P.M. President's Reception

MONDAY - APRIL 7, 1986

7:30 A.M. - 9:00 A.M. Breakfast meeting
 1985-86 Officers and Directors
 8:00 A.M. - 9:00 A.M. Coffee and Danish
 9:15 A.M. - 10:00 A.M. Mr. W.K. (Ken) Bennett
 "Loss Reserves and the Games People Play"
 Introduction: H. Lamar Lee
 10:00 A.M. - 11:45 A.M. Mr. John D. Richardson
 "The Investigation and Trial of an Arson Case—The Do's and Don't's"
 Introduction: Bill Jones

MONDAY AFTERNOON FREE

6:00 P.M. - 7:00 P.M. Cocktails
 7:00 P.M. - 9:00 P.M. Dinner-Western Bar-B-Que

TUESDAY-APRIL 8, 1986

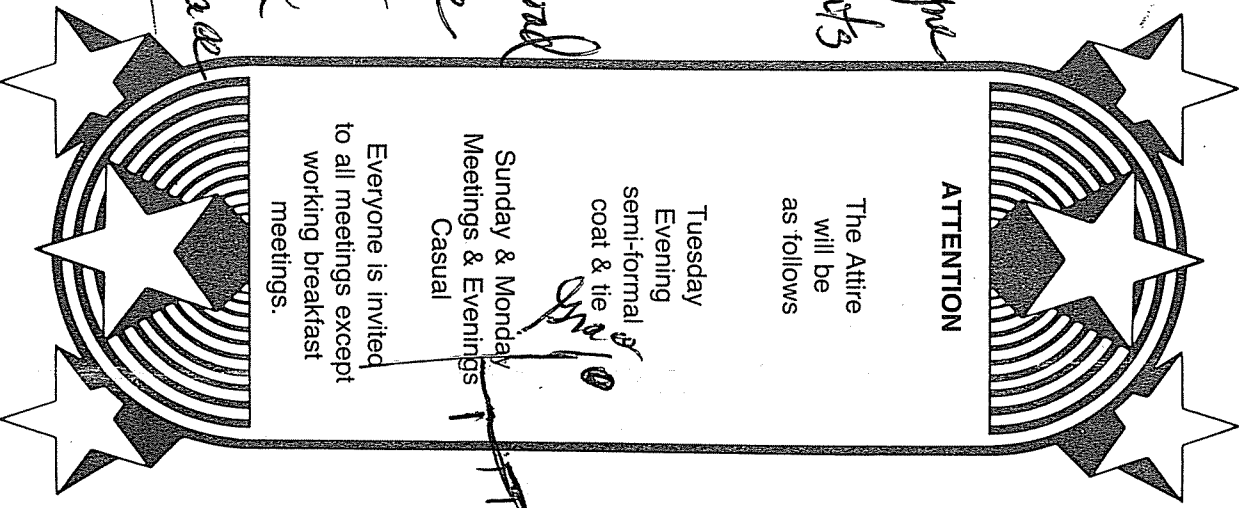
7:30 A.M. - 9:00 A.M. Breakfast Meeting
 Members and Associate Members
 8:00 A.M. - 8:45 A.M. Coffee and Danish
 9:00 A.M. - 10:30 A.M. Mr. Robert Meade
 "Alternatives to Litigation"
 Introduction: Brendan O'Connell
 10:30 A.M. - 11:15 A.M. Mr. John N. Gilbert, Jr.
 "The Current State of the Reinsurance Market in the U.S. and London"
 Introduction: Jim Christian
 12:30 P.M. Golf Tournament - Jim Lary in Charge
 Tennis Tournament - Charles Venable in Charge
 6:30 P.M. - 7:30 P.M. Cocktails
 7:30 P.M. Officers Installation and Banquet

WEDNESDAY-APRIL 9, 1986

8:30 A.M. Breakfast Meeting
 1986-87 Officers and Directors

Please remember there should be no privately sponsored hospitality rooms.

*Q5 N to Chamberlayne
 left 3 lights
 Broad St
 Confine
 across Broad
 to base
 turn left
 one block
 road base*



ATTENTION
 The Attire will be as follows
 Tuesday Evening semi-formal w/ coat & tie
 Sunday & Monday Meetings & Evenings Casual
 Everyone is invited to all meetings except working breakfast meetings.

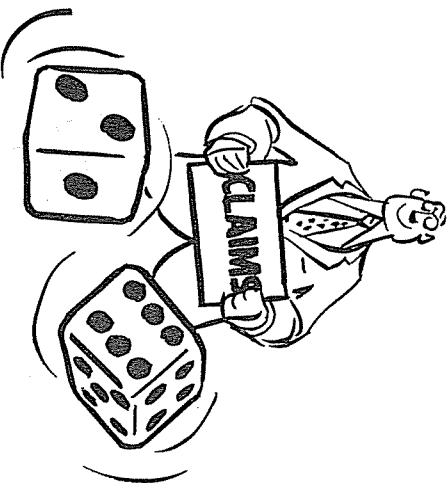
Q5 Hallis

Please give your attention during programs. If you NEED to discuss anything, PLEASE do so outside the meeting room.
 Thanks

*Carol
 Slmd.*

LOSS RESERVES AND THE GAMES PEOPLE PLAY

A discussion of the reserving aspect of insurance company liabilities in light of the various areas of company management. Particular interest will be paid to the results of reserving practices and the need for balanced input as it reflects the end results and the "true" financial picture of the company as a whole.



About Our Speaker
Biographical Data

W.K. (Ken) BENNETT

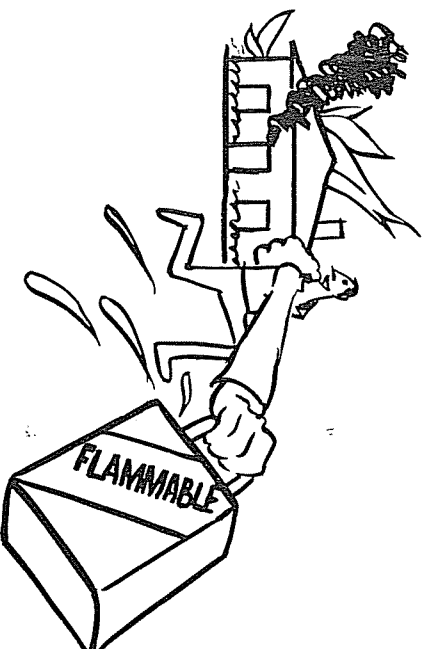
Ken Bennett has over 39 years of insurance experience. Mr. Bennett began his career in 1945 in Louisville, Kentucky. He was involved with the first application of computer machine accounting, the forerunner of today's computer. In 1956 he assumed the position of Executive Vice President of Stonewall Insurance Company. Stonewall was formed in 1866 to provide coverages for the trade goods going up the Alabama River systems and the cotton from the Delta plantations. Mr. Bennett remained with Stonewall until its sale in 1962.

At this time he formed Morrison Assurance Company, a wholly owned subsidiary of Morrison Cafeterias, and served as C.E.O. During the period of 1977 through 1979, Morrison Assurance Company was the most profitable division of Morrison, Inc.

In 1981, Mr. Bennett formed American Resources Insurance Company. American Resources was the first domestic company formed in Alabama since 1971. As a full line property and casualty insurance carrier, American Resources is heavily involved with the surface mining industry. As President of American Resources Insurance Company and with his many years of experience in the industry, Mr. Bennett has been able to keep abreast of the many changes in our industry and its effects on the day to day operations of the company.

THE INVESTIGATION AND TRIAL OF AN ARSON CASE THE DO'S AND DON'TS

What should be done and what should not be done, in the investigation and/or trial of an arson case. Mr. Richardson will explain in detail the proper approach that should be taken.



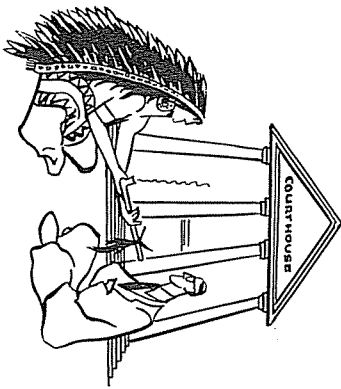
About Our Speaker
Biographical Data

JOHN D. RICHARDSON

Mr. Richardson is a 1968 graduate of the University of Alabama Association of Arson Investigators, the Mobile Bar Association and the Alabama State Bar Association. He is admitted to practice before the United States Supreme Court, the Supreme Court of Alabama, and the Fifth and Eleventh Circuit Courts of Appeal and all United States District Courts in Alabama. A Senior Partner in the defense firm of Brown, Huggens, Richardson, P.C., Mr. Richardson is one of the most experienced defense lawyers in Mobile, with active litigation in products liability, casualty, surety and property law. Mr. Richardson is recognized as a leading defense attorney in arson litigation and frequently addresses seminars and industry associations on this subject.

ALTERNATIVES TO LITIGATION

Resolving insurance claims through mediation and arbitration. The Alternative Dispute Resolution Insurance Program has proven to be an efficient, fair approach to resolving personal injury and property damage claims. Over 50 insurance companies used the Alternative Dispute Resolution Program in 1985, submitting in excess of 4,500 claims. Mr. Meade will discuss the details of the program and how it can reduce claims processing time and cost.



About Our Speaker
Biographical Data

ROBERT E. MEADE

Robert E. Meade has served as Vice President for Case Administration of the American Arbitration since January, 1981. The American Arbitration Association is a not-for-profit private organization that provides a full range of dispute settlement services.

Prior to that, Mr. Meade was Regional Director of the New York Office, the largest of the AAA's 26 regional offices, since 1973. He joined the AAA in 1967. Prior to his appointment to New York, he was Regional Director of the Syracuse Office. He received a B.A. degree from Syracuse University.

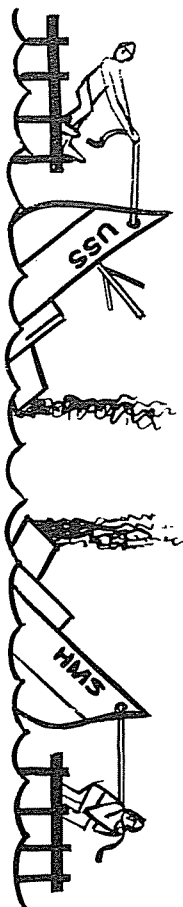
As Vice President for Case Administration, Mr. Meade has overall responsibility for the administration of the Association's caseload. This includes commercial, construction, textile, international, uninsured motorists and no-fault insurance, as well as labor management grievances and interest arbitration cases.

He has numerous professional and community affiliations. A visiting lecturer at the Institute of Labor Relations of the New York University Graduate School of Public Administration, he is also a consultant to the Management Decision Laboratory at NYU's Graduate School of Business Administration. He also serves as member of the Board of Directors and is Vice President of the Somerset County Mental Health Association. In 1982, he was elected Councilman in the Borough of North Plainfield, New Jersey and is the Vice President of the Council.

The American Arbitration Association handles more than 45,000 cases a year. It has offices in the following cities: Atlanta; Boston; Charlotte; Chicago; Cincinnati; Cleveland; Dallas; Denver; Detroit; Garden City; New York; Hartford; Kansas City; Missouri; Los Angeles; Miami; Minneapolis; New Brunswick; New Jersey; New York City; Philadelphia; Phoenix; Pittsburgh; San Diego; San Francisco; Seattle; Syracuse; Washington; and White Plains, New York.

THE CURRENT STATE OF THE REINSURANCE MARKET IN THE U.S. AND LONDON

Where are we? How did we get there? Where do we seem to be going and when will we be there? Comments will be germane to treaty reinsurance in general as well as both Facultative Casualty Reinsurance and Direct Casualty Excess insurance since there is very little differentiation between the two as regards market requirements, particularly in London.



About Our Speaker
Biographical Data

JOHN N. GILBERT, JR.

Mr. Gilbert graduated from the Wharton School at the University of Pennsylvania in 1960. Received a commission in the U.S. Navy, and upon completion of his tour of duty came to work for the Holborn Agency.

Mr. Gilbert has spent almost 25 years in the reinsurance business. He has had the opportunity to experience firsthand several underwriting cycles. He is President of the Holborn Agency.

Holborn Agency Corporation is a reinsurance brokerage which has been in business for 65 years. They handle property and casualty treaty reinsurance exclusively and are privately held. Their clients range from some of the national accounts, household name insurance companies to some of the smaller one state companies and specialty insurance companies. They also do a considerable amount of retrocessional work which, of course, is the reinsurance of reinsurance companies.