

**TRANSACTIONS OF SOCIETY OF ACTUARIES
1977 VOL. 29**

MINUTES OF THE REGIONAL MEETING

of the

SOCIETY OF ACTUARIES

HELD AT THE HYATT REGENCY HOTEL
ATLANTA, GEORGIA
MARCH 31 AND APRIL 1, 1977

The meeting was called to order by the President, Mr. Robert T. Jackson, on Thursday, March 31, 1977, at 9:00 A.M. The following is a summary of attendance at the meeting:

SUMMARY

Fellows.....	508
Associates.....	129
Guests.....	74
Total.....	<u>711</u>

The President recognized a distinguished guest from overseas, Mr. John Frederick George Emms, F.I.A.

President Jackson then recognized Mr. Myles M. Gray, chairman of the Program Committee, Mr. Samuel H. Turner, chairman of the Committee on Continuing Education and Research—Life and Health Corporate Affairs, Mr. Burton D. Jay of the Program Committee, and Mr. Donald F. Clement, chairman of the Local Arrangements Committee. The President also thanked all other persons responsible for the preparation of the program and the planning of the meeting, and the program participants.

The Secretary presented an oral summary of the major items of business transacted at the Board of Governors meeting held March 30, 1977, as follows:

The Board of Governors met all day yesterday. Twenty-seven Board members were present. There were also three guests present for part of the meeting.

The following nonroutine business was transacted:

1. In recognition of the increasing need for professional staff assistance in the Society's educational endeavors, the Board authorized the establishment of a new position of Director of Education in the

- Chicago office of the Society to assist the Society committees on Education and Examination and on Continuing Education and in related professional education and evaluation needs.
2. The Board authorized the establishment of a special committee to study the *continuation of morbidity among disability income claimants*.
 3. The Board adopted a new practice with respect to changes or additions to Guides to Professional Conduct or interpretive opinions as to Professional Conduct. Future changes or additions will be issued to members as exposure drafts before adoption by the Board.
 4. The Board approved the following future meeting sites:
 - a) April 7-8, 1983, Philadelphia Marriott, Philadelphia, Pennsylvania
 - b) April 28-29, 1983, Marriott Chicago, Chicago, Illinois
 - c) May 26-27, 1983, Hotel Vancouver, Vancouver, British Columbia
 - d) October 10-12, 1983, Americana Hotel, Bal Harbour, Florida
 5. The Board approved a new set of guidelines to be followed by the Committee on Admissions when reviewing requests for waivers of Society examinations on account of examination credits in foreign actuarial organizations. The prohibition against recommending waivers for examinations exempted, rather than passed, by such foreign actuarial organizations has been lifted.
 6. The Board discussed but postponed a decision on increasing examination fees pending a discussion with the Casualty Actuarial Society, cosponsors of the examinations.

President Jackson then recognized and welcomed the new Fellows and Associates who were attending their first meeting of the Society after attaining their present ranks.

The President advised that the Society had received word of the deaths of fourteen members since the last meeting: John N. Allman, Carl Ringland Ashman, Edwin L. Bartleson, Barrett N. Coates, George Arthur Cooke, David L. S. Douglas, A. Douglas Hitchcox, Wilbur Moore Johnson, Edmund M. McConney, John R. Reimer, and Dennis N. Warters, Fellows; and C. Cather Boyle, David Garrick Halmstad, and H. Paul Vallerand, Associates. The members observed a moment of silence in respect for the memory of these members after Mr. Robert N. Houser had read the obituaries for Messrs. McConney and Warters, Past Presidents of the Society. Obituaries are printed in this volume of the *Transactions*.

President Jackson then introduced Mr. Ardian Gill, who moderated a

debate, "Resolved . . . The Life Insurance Business, as Transacted Today, Is in Its Terminal Stages." Debaters were Mr. James C. H. Anderson—*Pro*, and Mr. E. J. Moorhead—*Contra*, and the commentator was Dr. Davis W. Gregg, C.L.U., (President, The American College, Bryn Mawr, Pennsylvania).

The meeting reconvened at 11:00 A.M. in a session "Development of Corporate Philosophy, Objectives and Strategy," which was moderated by Mr. David R. Carpenter; panelists were Messrs. Robert C. Dowsett, Robert N. Houser, and Ian M. Rolland.

A luncheon was held starting at 12:45 P.M., during which Mr. Dean Rusk, Professor of Law, University of Georgia, Athens, and United States Secretary of State, 1961-69, addressed the members on "The Impact of International Affairs on Our Future."

The meeting reconvened at 2:30 P.M. in four concurrent sessions and eight workshops. Concurrent Session A, "Measurement of Financial Results," was moderated by Mr. Donald D. Cody; panel members were Messrs. Harry D. Garber, Richard S. Robertson, and Robert D. Shapiro. Concurrent Session B, "Corporate Models and Assumptions," was moderated by Mr. Robert A. Lyle; panel members were Ms. Susan K. Wimmer and Messrs. Kihong Sung and Allan D. Affleck. Concurrent Session C, "Financial Resource Management, Stock Companies," was moderated by Mr. Herbert L. DePrenger; panel members were Messrs. Norman E. Hill, Gary B. Corbett, Paul J. Overberg, and Robert S. Yoder. Concurrent Session D, "Financial Resource Management, Mutual Companies," was moderated by Mr. Martin L. Zeffert; panel members were Messrs. Philip Briggs, Colin C. Hampton (President, Union Mutual Life Insurance Company, Portland, Maine), and Luther O. Forde. Workshop 1A, "Tax Strategy and Planning; U.S. (Stock Companies)," was moderated by Mr. Charles D. Friedstat, assisted by Mr. Jon E. Niehus. Workshop 1B was moderated by Mr. Donald F. Clement, assisted by Mr. William E. Masterson, Jr. Workshop 2A, "Tax Strategy and Planning; U.S. (Mutual Companies)," was moderated by Mr. Robert D. Hohertz, assisted by Mr. David J. Drury. Workshop 2B was moderated by Mr. Carl B. Wright, assisted by Mr. Henry B. Ramsey, Jr. Workshop 3A, "Tax Strategy and Planning; Canada," was moderated by Miss J. Clunas F. McKibbon, assisted by Mr. Robert M. Smithen. Workshop 3B was moderated by Mr. Julian J. Dukacz, assisted by Mr. Paul F. Della Penna. Workshop 4A, "Product Line Management," was moderated by Mr. James Lee Lewis, Jr., assisted by Mr. Thomas S. Ferguson. Workshop 4B was moderated by Mr. Robert L. Whitney, assisted by Mr. Gene W. Buchter. The sessions adjourned at approximately 4:30 P.M.

On Friday, April 1, the meeting convened at 9:00 A.M. in three concurrent sessions and eight workshops. Concurrent Session E, "Corporate Planning: Procedural Aspects," was moderated by Mr. Robert D. Hogue; panel members were Messrs. Robert N. Powell, Alan Peterson (Vice-President, Operations Planning Staff, Group and Health Operations, Equitable Life Assurance Society, New York), Lewis P. Roth, and James A. Mitchell. Concurrent Session F, "Marketing Strategy and Planning," was moderated by Mr. C. David Silletto; panel members were Messrs. Michael B. Hutchison, Royal A. Johnson, and J. Barry Love, Ph.D. (Director of Planning, Research, and Business Development, National Liberty Corporation, Philadelphia). Concurrent Session G, "Employee Compensation and Benefit Planning," was moderated by Mr. John A. MacDougall, Jr.; panel members were Messrs. Denis George, Joseph Zatto, and William Sharkey. Workshop 5A, "Measurement of Financial Results," was moderated by Mr. Billy N. Joyner, assisted by Mr. David E. Morrison. Workshop 5B was moderated by Mr. John L. Clippingdale, assisted by Mr. Harold W. Penn. Workshop 5C was moderated by Mr. Robert D. MacLennan, assisted by Ms. Helen Hoffman. Workshop 5D was moderated by Mr. Raymond J. Nacin, Jr., assisted by Mr. Barton Clennon. Workshop 5E was moderated by Mr. Charles C. McLeod, assisted by Mr. David J. Congram. Workshop 5F was moderated by Mr. Thomas J. Leary, assisted by Mr. John Hewitt. Workshop 6A, "Sales, Sales Manpower, and Agency Profitability Models," was moderated by Ms. Linda Emory, assisted by Mr. Clayton L. Jackson. Workshop 6B was moderated by Mr. John R. Gardner, assisted by Mr. David J. Swender. These sessions adjourned at approximately 10:30 A.M.

The meeting reconvened at 11:00 A.M. in four concurrent sessions and eight workshops. Concurrent Session H, "Management Reporting," was moderated by Mr. John C. Angle; panel members were Messrs. William B. Waugh, Russell M. Collins, and Robert B. Goode, Jr. Concurrent Session I, "Investment Strategy and Planning," was moderated by Mr. Allan B. Roby; panel members were Messrs. Robert F. Link, Robert Wyand (Schroder, Naess and Thomas, Atlanta, Georgia), and Malcolm R. Reynolds. Concurrent Session J, "Acquisitions, Mergers, and New Evaluations," was moderated by Mr. Walter S. Rugland; panel members were Messrs. Thomas A. Player (Neely and Player, Atlanta, Georgia), Thomas P. Bowles, Stephen D. Bickel, and Galen N. Larson (Haskins and Sells, Inc., Chicago, Illinois). Concurrent Session K, "All Lines Insurance Operations," was moderated by Mr. Frederick W. Kilbourne; panel members were Messrs. W. James MacGinnitie, Roy R. Anderson,

Frederick J. Knox, and Charles C. Hewitt (Vice-President and Actuary, Metropolitan Property and Liability Insurance Company, Providence, Rhode Island). Workshop 7A, "Financial Models," was moderated by Mr. Roger A. Haslegrave, assisted by Mr. Mel Stein. Workshop 7B was moderated by Mr. Jerald E. Sourdif, assisted by Ms. Lena B. Purcell. Workshop 7C was moderated by Mr. William P. Morrow, Jr., assisted by Mr. Claude J. Martineau. Workshop 7D was moderated by Mr. John B. Yanko, assisted by Mr. John A. Facey, Jr. Workshop 8A, "Corporate Planning: Procedural Aspects," was moderated by Mr. John F. Hook, assisted by Mr. Robert G. Boeckner. Workshop 8B was moderated by Mr. Bernard R. Ritterbush, assisted by Mr. Joseph Fafian, Jr. Workshop 9A, "Dynamic Pension Plan Models," was moderated by Mr. Stephen G. Singer, assisted by Mr. Neil Cronquist. Workshop 9B was moderated by Mr. Donald R. Fleischer, assisted by Mr. Willis Holcombe. These sessions concluded at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. in a teaching session entitled "Stochastic Approaches to Corporate Planning" that was conducted by Mr. Frank Irish. The session adjourned at approximately 4:30 P.M.

J. JACQUES DESCHÈNES
Secretary



MINUTES OF THE REGIONAL MEETING

of the

SOCIETY OF ACTUARIES

HELD AT THE QUEBEC HILTON HOTEL
QUEBEC, QUEBEC
MAY 16 AND 17, 1977

The meeting was called to order by the President, Mr. Robert T. Jackson, on Monday, May 16, 1977, at 8:30 A.M. The following is a summary of attendance at the meeting:

SUMMARY

Fellows.....	358
Associates.....	309
Guests.....	31
Total.....	<u>698</u>

President Jackson then recognized Mrs. Linda B. Emory, vice-chairman of the Program Committee in charge of recruiting for the program, and thanked all other persons responsible for the preparation of the program and the planning of the meeting, and program participants.

The President then welcomed the following nonmember program participants: Mr. Benjamin F. Jones, President of Monarch Life Insurance Company; Mr. James A. King, M.A.A.A., Consulting Actuary; Ms. Diane McCarthy, State Representative, Arizona; and Walter McClure, M.D., Director of Health Policy, InterStudy.

President Jackson then recognized and welcomed the new Fellows and Associates who were attending their first meeting of the Society after attaining their present ranks.

The President advised that the Society had received word of the deaths of fourteen members since the last annual meeting: John N. Allman, Carl Ringland Ashman, Edwin L. Bartleson, Barrett N. Coates, George Arthur Cooke, David L. S. Douglas, A. Douglas Hitchcox, Wilbur Moore Johnson, Edmund M. McConney, John R. Reimer, and Dennis N. Warters, Fellows; and C. Cather Boyle, David Garrick Halmstad, and J. Paul Vallerand, Associates. The members observed a moment of silence in respect for the memory of these members. Obituaries are printed in this volume of the *Transactions*.

President Jackson then introduced Mr. Geoffrey Crofts, who moderated a panel discussion, "Reorganization of the Actuarial Profession in North America." Panel members were Messrs. M. David R. Brown and Harold Ingraham.

After a brief recess, the meeting reconvened at 10:45 A.M. in three concurrent sessions and ten workshops. Concurrent Session A, "The Growing Magnitude and Scope of Pension Services to Clients," was moderated by Mr. Alexander J. C. Smith; panelists were Messrs. Colin G. Carlton, Michael J. Mahoney, and Joseph P. Macaulay. Concurrent Session B, "Valuation and Nonforfeiture Developments," was moderated by Mr. Ardian C. Gill; panelists were Messrs. Richard Humphrys, John C. Maynard, and Richard V. Minck. Concurrent Session C, "Individual Policy Pension Trust," was moderated by Mr. Lynd T. Blatchford; panelists were Ms. Amy J. Abrahams and Messrs. James A. King (Consulting Actuary, New York, New York) and James Bagshaw. Workshop 1A, "Section 79," was moderated by Mr. Paul C. Butler, assisted by Mr. Hugh E. Stephenson. Workshop 1B was moderated by Mr. Melvin C. McFall, assisted by Mr. Leslie L. Durland. Workshop 1C was moderated by Mr. Richard W. Kling, assisted by Mr. Gary N. Sargent. Workshop 2A, "New Group Products," was moderated by Mr. Stephen D. Brink, assisted by Mr. Sanford L. Neubarth. Workshop 2B was moderated by Mr. Richard T. Miles, assisted by Mr. E. John Woolsey. Workshop 2C was moderated by Mr. Donald A. Stewart, assisted by Mr. Peter A. Robinson. Workshop 2D was moderated by Mr. Dennis Whimpey, assisted by Mr. H. Wayne Woods. Workshop 3, "Current Topics for Reinsurers," was moderated by Mr. Ray M. Perisho, assisted by Mr. John V. Castellino. Workshop 4A, "Ceding Company Reinsurance Topics," was moderated by Mr. Robert J. Randall, assisted by Mr. Pierre Morazain. Workshop 4B was moderated by Mr. Charles Edwin Probst, assisted by Mr. George L. Hill. These sessions adjourned at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. in three concurrent sessions and ten workshops. Concurrent Session D, "Long-Term Disability Insurance," was moderated by Mr. William J. Taylor; panelists were Messrs. W. Duane Kidwell, Benjamin F. Jones (President, Monarch Life Insurance Company, Springfield, Massachusetts), and John C. Angle. Concurrent Session E, "Individual Tax-qualified Products," was moderated by Mr. Dwight K. Bartlett; panelists were Messrs. Wilson H. Scott, Kenneth T. Clark, and Frederick J. Thompson. Concurrent Session F, "Reorganization of the Profession," was moderated by Mr. Robin Leckie; panelists were Messrs. Geoffrey Crofts and Nicholas Bauer. Workshop 5A, "The

Growing Magnitude and Scope of Pension Services to Clients," was moderated by Ms. Mary Adams, assisted by Mr. James Auger. Workshop 5B was moderated by Mr. Lawrence Mitchell, assisted by Ms. Gail P. Schaeffer. Workshop 5C was moderated by Mr. Joseph R. Lawrence, assisted by Mr. Leslie R. Martin, Jr. Workshop 5D was moderated by Mr. James S. Rubie, assisted by Mr. David A. Short. Workshop 5E was moderated by Mr. Thomas M. Malloy, assisted by Mr. Henry H. Winslow. Workshop 5F was moderated by Mr. Robert A. Klein, assisted by Mr. Edward I. Farb. Workshop 6, "Individual Life Underwriting," was moderated by Mr. James L. Compere, assisted by Mr. LaVerne W. Cain. Workshop 7A, "Individual Life Insurance Dividends," was moderated by Mr. Richard M. Stenson, assisted by Mr. Hugh E. Stephenson. Workshop 7B was moderated by Mr. Peter F. Chapman, assisted by Mr. Edward F. Dalton. Workshop 7C was moderated by Mr. Gabriel G. Cillié, assisted by Mr. William J. Reifenberger. The sessions adjourned at approximately 4:30 P.M.

On Tuesday, May 17, the meeting convened at 8:30 A.M. in three concurrent sessions and nine workshops. Concurrent Session G, "Pension Plan Dynamics," was moderated by Mr. Thomas D. Levy; panelists were Mrs. Elsbeth T. Erbe and Messrs. Rodger R. Patrick and Robert J. Schnitzer. Concurrent Session H, "Expense Analysis and Allocation," was moderated by Mr. Robert H. Dreyer; panelists were Messrs. David J. Congram, John Macarchuk, and Philip C. Turner. Concurrent Session I, "Marketing Distribution Systems," was moderated by Mr. Walter S. Rugland; panelists were Messrs. W. Paul McCrossan, Robert L. Whitney, and Robert B. Willett. Workshop 8A, "Individual Tax-qualified Products," was moderated by Mr. Donald G. Rising, assisted by Mr. Colin J. Pugh. Workshop 8B was moderated by Mr. Lowell H. Lamb, assisted by Mr. J. Lynn Peabody. Workshop 9A, "Individual Insurance Consumer-oriented Regulatory Developments," was moderated by Mr. Frank W. Speed, assisted by Mr. Richard M. Stenson. Workshop 9B was moderated by Mr. Paul H. LeFevre, Jr., assisted by Mr. George D. Low. Workshop 9C was moderated by Mr. Charles T. P. Galloway, assisted by Mr. Kenneth W. Steward. Workshop 10A, "Group Insurance—Small Groups," was moderated by Mr. Howard J. Bolnick, assisted by Mr. Stanley B. Tulin. Workshop 10B was moderated by Mr. D. Dale Hyers, assisted by Mr. George N. Watson. Workshop 11A, "Group Insurance—Large Groups," was moderated by Mr. Frank E. Finkenber, assisted by Mr. Robert V. Lyle. Workshop 11B was moderated by Mr. Niels H. Fischer, assisted by Mr. Robert H. Hoskins.

After a brief recess, the meeting reconvened at 10:45 A.M. in three

concurrent sessions and twelve workshops. Concurrent Session J, "Post-Fellowship Professional Development," was moderated by Mr. Geoffrey Crofts; panelists were Messrs. Peter W. Plumley, Rowland E. Cross, Orest T. Dackow, and Leroy B. Parks. Concurrent Session K, "Effective Product Management," was moderated by Mr. Robert D. Shapiro; panelists were Messrs. Yves Laneuville, Bradley D. Leonard, and Rodney K. Rohda. Concurrent Session L, "Managing Health Care," was moderated by Mr. Richard H. Hoffman; panelists were Messrs. Richard J. Mellman and William C. L. Hsiao, Walter McClure, M.D. (Director of Health Policy, InterStudy, Excelsior, Minnesota), and Ms. Diane McCarthy (State Representative, Arizona). Workshop 12A, "Pension Plan Dynamics," was moderated by Mr. James F. A. Biggs, assisted by Mr. Paul F. Saunders. Workshop 12B was moderated by Mr. Lawrence N. Bader, assisted by Mr. Albert J. Kleinberg, Jr. Workshop 12C was moderated by Mr. Daniel L. McCaw, assisted by Mr. Paul J. Brennan. Workshop 12D was moderated by Mr. Avon Guy Shannon, Jr., assisted by Mr. Grant C. Inglis. Workshop 12E was moderated by Mr. Patrick F. Flanagan, assisted by Mrs. Elsbeth T. Erbe. Workshop 12F was moderated by Mr. Barry L. Shemin, assisted by Mr. Simon C. Baitler. Workshop 13A, "Expense Analysis and Allocation," was moderated by Mr. Charles J. Paydos, assisted by Mr. Michael J. Cowell. Workshop 13B was moderated by Ms. Barbara R. Gold, assisted by Mr. Bernard Fenster. Workshop 13C was moderated by Mr. Robert W. Stein, assisted by Mr. Robert G. Maule. Workshop 14, "Individual Policy Pension Trust," was moderated by Mr. Richard J. Willemin, assisted by Mr. Joseph E. Egan. Workshop 15A, "United States Federal Income Tax," was moderated by Mr. William D. Ward, assisted by Mr. Paul T. Bourdeau. Workshop 15B was moderated by Mr. Calvert A. Jared, assisted by Mr. Allan D. Greenberg. These sessions adjourned at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. Open Forum 1, "Recent Actuarial Developments," was moderated by Mr. Harold Ingraham. Participants were Messrs. Ernest J. Moorhead and Robin Leckie—"Cost Comparisons, Disclosure, and Replacements"; Mr. Richard V. Minck—"Regulatory Development in the United States"; Messrs. Ronald G. Harris ("National Health") and Steven F. McKay ("Social Security")—"Status of Carter Administration Proposals re: Social Security and National Health Insurance"; Mr. Richard M. Stenson—"Sex-distinct Pricing (Unisex)"; and Mr. J. Alan Lauer—"Status of Education and Examination Committee Activity." The session adjourned at approximately 5:00 P.M.

J. JACQUES DESCHÈNES
Secretary

MINUTES OF THE REGIONAL MEETING

of the

SOCIETY OF ACTUARIES

HELD AT THE STUFFER'S RIVERFRONT TOWERS

ST. LOUIS, MISSOURI

JUNE 16 AND 17, 1977

The meeting was called to order by the President, Mr. Robert T. Jackson, on Monday, June 16, 1977, at 9:00 A.M. The following is a summary of attendance at the meeting:

SUMMARY

Fellows	309
Associates	214
Guests	33
Total	<u>556</u>

The President recognized a distinguished guest from overseas who was attending the meeting, Mr. John Elliott of John, Eriksen and Partners, Wellington, New Zealand.

President Jackson then recognized Mrs. Linda B. Emory, vice-chairman of the Program Committee in charge of recruiting for the program, and thanked all other persons responsible for the preparation of the program and the planning of the meeting, and the program participants.

The President then welcomed the following nonmember program participants: Mr. Verne J. Arends, Director of Pension Research, North-western Mutual Life Insurance Company; Mr. Merle H. Glick, Manager, Compensation Department, Caterpillar Tractor Company; and Mr. Wayne Kauth, Ernst and Ernst.

President Jackson then recognized and welcomed the new Fellows and Associates who were attending their first meeting of the Society after attaining their present ranks.

The President advised that the Society had received word of the deaths of fourteen members since the last annual meeting: John N. Allman, Carl Ringland Ashman, Edwin L. Bartleson, Barrett N. Coates, George Arthur Cooke, David L. S. Douglas, A. Douglas Hitchcox, Wilbur Moore Johnson, Edmund M. McConney, John R. Reimer, and Dennis N. Warters, Fellows; and C. Cather Boyle, David Garrick Halmstad,

and J. Paul Vallerand, Associates. The members observed a moment of silence in respect for the memory of these members. Obituaries are printed in this volume of the *Transactions*.

The President introduced the authors of papers recently accepted by the Society: Mr. O. David Green III, author of "Modified 1965-70 Select and Ultimate Basic Tables," and Mr. J. C. Hickman, coauthor with R. B. Miller of "Notes on Bayesian Graduation." The President also recognized Mr. Charles F. B. Richardson, author of "Expense Formulas for Minimum Nonforfeiture Values," to be discussed at Concurrent Session B.

President Jackson then introduced Mr. John Woody, who moderated a panel discussion, "Reorganization of the Actuarial Profession in North America." Panel members were Mr. David Carpenter and Miss Barbara Lautzenheiser.

After a brief recess, the meeting reconvened at 11:00 A.M. in three concurrent sessions and six workshops. Concurrent Session A, "The Growing Magnitude and Scope of Pension Services to Clients," was moderated by Mr. Walter P. Henry; panel members were Messrs. Denis J. Sullivan, John H. Grady, and Herbert I. Kosloff. Concurrent Session B, "Valuation and Nonforfeiture Developments," was moderated by Mr. E. Paul Barnhart; panel members were Messrs. Waid J. Davidson, Jr., Charles F. B. Richardson, John K. Booth, and Harold Leff. Concurrent Session C, "Individual Policy Pension Trust," was moderated by Mr. Warren J. Winer; panel members were Messrs. William A. Farquhar, Bruce A. Farquhar, Bruce A. Huston, and Glenn A. Mateja. Workshop 1A, "Section 79," was moderated by Mr. C. Larry Edris, assisted by Mr. Neal A. Farmer. Workshop 1B was moderated by Mr. David P. Vander-scoff, assisted by Mr. George E. Bell III. Workshop 2A, "New Group Products," was moderated by Mr. Harry E. Clarke, assisted by Mr. Robert P. Ford. Workshop 2B was moderated by Mr. John P. Behl, assisted by Mr. Donald G. McKinnon. Workshop 4A, "Ceding Company Reinsurance Topics," was moderated by Mr. Robert W. Maull, assisted by Mr. James M. Mortensen. Workshop 4B was moderated by Mr. Dennis L. Carlson, assisted by Mr. Jule L. Gehrig. The sessions adjourned at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. in three concurrent sessions and seven workshops. Concurrent Session D, "Long-Term Disability Insurance," was moderated by Mr. Robert B. Shapland; panel members were Messrs. Ernie Frankovich, Monte J. Hopper, and Robert A. Meredith. Concurrent Session E, "Individual Tax-qualified Products,"

was moderated by Mr. Robert J. Ingram; panel members were Messrs. Gilbert V. I. Fitzhugh, Verne J. Arends (Director of Pension Research, Northwestern Mutual Life Insurance Company, Milwaukee, Wisconsin), and O. David Green III. Concurrent Session F, "Reorganization of the Profession," was moderated by Mrs. Anna M. Rappaport; panel members were Messrs. Paul Barnhart and John Wooddy. Workshop 5A, "The Growing Magnitude and Scope of Pension Services to Clients," was moderated by Mr. Daniel M. Arnold, assisted by Mr. John M. Darnton. Workshop 5B was moderated by Mr. Peter A. Bleyler, assisted by Mr. Roger A. Buckman. Workshop 5C was moderated by Mr. J. Reuben Rigel, assisted by Mr. Franklin D. Pendleton. Workshop 6A, "Individual Life Underwriting," was moderated by Mr. James W. Pilgrim, assisted by Mr. John L. Cummins. Workshop 6B was moderated by Mr. James W. Richhart, assisted by Mr. Courtland C. Smith. Workshop 7A, "Individual Life Insurance Dividends," was moderated by Mr. Paul D. Yeary, assisted by Mr. Norman K. Martin. Workshop 7B was moderated by Mr. John E. Aschenbrenner, assisted by Mr. Bernard H. Wolzenski. The sessions adjourned at approximately 4:30 P.M.

On Friday, June 17, the meeting convened at 9:00 A.M. in three concurrent sessions and seven workshops. Concurrent Session G, "Pension Plan Dynamics," was moderated by Mr. Stanley R. Freilich; panel members were Ms. Mary S. Riebold and Messrs. Norman W. Clausen and William F. Lumsden. Concurrent Session H, "Expense Analysis and Allocation," was moderated by Mr. Frederick S. Townsend; panel members were Messrs. Raymond A. Bierschbach, Joseph R. Brzezinski, and Michael L. Smith. Concurrent Session I, "Marketing Distribution Systems," was moderated by Mr. Walt J. Wojcik; panel members were Messrs. Robert D. Hogue, Sanford W. Scott, and Jay M. Jaffe. Workshop 8, "Individual Tax-qualified Products," was moderated by Mr. John H. Welch, assisted by Mr. A. Howard MacDonald. Workshop 9A, "Individual Insurance Consumer-oriented Regulatory Developments," was moderated by Mr. Edward W. O'Neil, assisted by Mr. Daniel F. Case. Workshop 9B was moderated by Mr. William M. Snell, assisted by Mr. Ronald E. Timpe. Workshop 10A, "Group Insurance—Small Groups," was moderated by Mr. Ernie Frankovich, assisted by Mr. Thomas H. Attaway. Workshop 10B was moderated by Mr. James J. Olsen, assisted by Ms. Beverly Sue Rose. Workshop 11A, "Group Insurance—Large Groups," was moderated by Mr. Richard J. Shepler, assisted by Mr. Charles C. DeWeese. Workshop 11B was moderated by Mr. Jae L. Wittlich, assisted by Mr. Raymond F. McCaskey.

After a brief recess, the meeting reconvened at 10:45 A.M. in three concurrent sessions and seven workshops. Concurrent Session J, "Post-Fellowship Professional Development," was moderated by Mr. Robert E. Hunstad; panel members were Messrs. Peter W. Plumley and Cecil D. Bykerk and Mrs. Anna M. Rappaport. Concurrent Session K, "Effective Product Management," was moderated by Mr. John F. Fritz; panel members were Mr. Allen D. Booth, Ms. Daphne D. Bartlett, and Ms. Alice M. Neenan. Concurrent Session L, "Managing Health Care," was moderated by Mr. John G. Turner; panel members were Messrs. Gordon Trapnell, Robert C. Ochsner, Philip Briggs, and Merle H. Glick (Manager, Compensation Department, Caterpillar Tractor Company, Peoria, Illinois). Workshop 12A, "Pension Plan Dynamics," was moderated by Mr. Ethan Stroh, assisted by Mr. James R. Feutz. Workshop 12B was moderated by Mr. D. Alan Little, assisted by Mr. Charles W. Keaton. Workshop 12C was moderated by Mr. Richard F. Fisher, assisted by Mr. Paul F. Polchert. Workshop 13A, "Expense Analysis and Allocation," was moderated by Mr. A. Anthony Autin, assisted by Mr. Ronald M. Wolf. Workshop 13B was moderated by Mr. Thomas A. DeSelm, assisted by Mr. Noel J. Abkemeier. Workshop 15A, "United States Federal Income Tax," was moderated by Mr. Garry M. Eckard, assisted by Mr. Robert C. Tookey. Workshop 15B was moderated by Mr. Kent M. Simmons, assisted by Mr. William O. Burns. These sessions adjourned at approximately 12:30 P.M.

The meeting convened at 2:30 P.M. Open Forum 2, "Advanced GAAP Topics," was moderated by Mr. Joe Pharr and comoderated by Mr. Wayne Kauth (Ernst and Ernst, Chicago, Illinois). The session adjourned at approximately 4:30 P.M.

J. JACQUES DESCHÈNES
Secretary

MINUTES OF THE ANNUAL MEETING

of the

SOCIETY OF ACTUARIES

HELD AT THE SHERATON-BOSTON HOTEL

BOSTON, MASSACHUSETTS

OCTOBER 24, 25, AND 26, 1977

The meeting was called to order by the President, Mr. Robert T. Jackson, on Monday, October 24, 1977, at 9:00 A.M. The following is a summary of attendance at the meeting:

SUMMARY

Fellows.....	1,004
Associates.....	220
Guests.....	54
Total.....	<u>1,278</u>

President Jackson recognized Mr. James E. Hoskins, who has been a Fellow for more than fifty years and was present at the meeting.

The President also recognized the following distinguished guests who were attending the meeting: Dr. Hans Ammeter, President of the Association of Swiss Actuaries; Mr. S. Michael McLaughlin of Nassau, Bahamas; Mr. Robert Winters, President of the American Academy of Actuaries; Mr. George D. Morison, President of the Casualty Actuarial Society; Mr. Charles B. H. Watson, President of the Conference of Actuaries in Public Practice; and Mr. Wilson Naggs, President of the Fraternal Actuarial Association. The President also recognized all the program participants who were not members of the Society.

President Jackson then called on Mr. Charles Lambert Trowbridge, chairman of the Committee on Elections, who reported the results of the elections as follows:

<i>President-Elect:</i>	E. Paul Barnhart
	<i>Two-Year Term</i>
<i>Vice-Presidents:</i>	Preston C. Bassett
	Robin B. Leckie
<i>Secretary:</i>	Myles M. Gray
<i>Treasurer:</i>	L. Blake Fewster

<i>Director of Publications:</i>	John C. Angle <i>Two-Year Term</i>
<i>Board of Governors:</i>	Cecil G. White <i>Three-Year Term</i> Kenneth T. Clark Linda B. Emory Melvin L. Gold Ben J. Helphand William David Smith Samuel H. Turner

The Secretary presented an oral summary of the major items of business transacted at the Board of Governors meeting held October 22-23, 1977, as follows:

Your Board met all day last Saturday and went on for another four and one-half hours yesterday. Twenty-seven Board members were present. Also present for part of the meeting were twelve guests, including seven Past Presidents.

A full half-day was devoted to discussion of a report by the Special Committee on Independence. This special committee, chaired by Walter Grace, had been formed to review the report by the Joint Committee on Independence chaired by Edward Friend. The Special Committee on Independence has extracted from the joint committee report six separate concepts that were exposed to all members in a letter sent last September 6.

Ultimately the Board agreed that in the circumstances a statement on independence should be made at this time, and I will now read this statement in its entirety.

“It is appropriate for the profession to have statements regarding financial and organizational independence in the guides, opinions, and standards of practice.

“It is within the province of the American Academy of Actuaries and the Canadian Institute of Actuaries to suggest appropriate steps to this end as best fit their national situations.

“It is critical that any developments in this regard differentiate in detail between objectivity of independent judgment and requirements of independence as set or perceived by public regulators or other users.

“With regard to the report of the Joint Committee on Independence, the Board endorses the call for

1. Rigorous disclosure and ethical practice within the profession.
2. Definitions of independence where independence of actuarial determination or actuarial review are specifically called for by regulatory or other requirements.
3. Definite direction regarding self-review of work within the actuarial profession.

“Consistent with the above, the Board expresses general concurrence with the concepts of principles 1, 2, 4, and 6 of the report of the Society Committee on Independence, as worded in the September 6 letter to the membership.”

The Board also spent considerable time discussing an interim report by a special committee appointed to examine the effectiveness of the Board.

In view of pressing needs in this area, the Board authorized the setting up of an Ad Hoc Board Committee on Educational Policy to make recommendations on broad policy matters in the educational area. Its first assignment shall be to focus on the needs for pension education with a broad perspective that includes consideration of the need for education for enrolled actuaries. It is the intention of the Board that this committee will coordinate its activities with appropriate committees of other actuarial bodies.

In addition, the Board transacted the following nonroutine business:

1. The By-Laws were amended to reduce the period of grace for payment of dues from six months to three months.
2. The 1984 annual meeting will be held at the Sheraton Centre in Toronto on October 15-17.
3. An amendment to the Constitution was proposed that would give more flexibility to the Committee on Complaints and Discipline. Full details will be mailed shortly as part of the voting procedure.
4. Proposed additions and changes to the Opinions as to Professional Conduct will be exposed to the membership shortly prior to consideration for approval by the Board.
5. The employment of a staff assistant for communications was authorized.
6. The Special Committee on Nonforfeiture Laws was discharged with thanks.

The Executive Director then reported briefly on his activities for the past twelve months.

President Jackson then recognized and welcomed the new Fellows and Associates who were attending their first meeting of the Society after attaining their present ranks.

The President advised that the Society had received word of the deaths of six members since the last meeting: William M. Corcoran, Aubrey Lavelle Joyce, Robert H. Little, and Gladstone Marshall, Fellows; and Charles C. Dubuar and James H. Van Dyke, Associates. The members observed a moment of silence in respect for the memory of these members. Obituaries are printed in this volume of the *Transactions*.

Vice-President Julius Vogel then introduced Dr. Jean Mayer, President of Tufts University. Dr. Mayer addressed the membership on the subject "Nutrition and Health Risks." The President thanked Dr. Mayer and adjourned the session at 10:30 A.M.

The meeting reconvened at 11:00 A.M. in three concurrent sessions and fifteen workshops. Concurrent Session A, "Evolution of Accounting Standards and Current Developments," was moderated by Mr. Henry B. Ramsey, Jr.; panel members were Messrs. Albert A. Koch (Partner, Ernst and Ernst, Cleveland), Jarvis Farley (Consultant, Babson Park, Massachusetts), Reed K. Storey (Assistant Director of Research and Technical Activities, Financial Accounting Standards Board, Stamford, Connecticut), and Richard S. Robertson. Concurrent Session B, "Current Issues in Individual Life Dividends—an Open Forum," was moderated by Mr. J. Edwin Matz; panel members were Messrs. Harry D. Garber, Bartley L. Munson, and Thomas C. Sutton. Concurrent Session C, "ERISA—Current Developments," was moderated by Mr. Marc M. Twinney; panel members were Ms. Susan J. Velleman and Messrs. David R. Kass and Joseph P. Macaulay. A New Fellows Session was held for those who were attending their first meeting as a Fellow. Workshop 1A, "Unique Problems of Combination Company Actuaries," was moderated by Mr. Robert H. Dobson, assisted by Mr. Neil M. Anderson. Workshop 1B was moderated by Mr. Kenneth C. Klueh, assisted by Mr. David A. Stonecipher. Workshop 2A, "Group Disability Income," was moderated by Mr. Howard J. Bolnick, assisted by Mr. Stephen L. Smith. Workshop 2B was moderated by Mr. Ted L. Dunn, assisted by Mr. Frank J. Bush. Workshop 2C was moderated by Mr. Gerold W. Frey, assisted by Mr. Bernard J. Villa. Workshop 2D was moderated by Mr. John G. Turner, assisted by Mr. James E. Johnson. Workshop 3A, "Mortality, Lapse, and Expense Activities for Individual Life Insurance and Annuities," was moderated by Mr. F. Allen Spooner, assisted by Mr. David P. Vanderscoff. Workshop 3B was moderated by Mr. Robert H.

Jordan, assisted by Mr. Ronald O. Klein. Workshop 3C was moderated by Mr. John E. Hearst, assisted by Mr. Frederic Seltzer. Workshop 3D was moderated by Mr. Joseph R. Brzezinski, assisted by Mr. Edwin E. Hightower. Workshop 3E was moderated by Mr. Gary Lee Muller, assisted by Mr. James R. Hopson. Workshop 3F was moderated by Mr. Thomas R. Huber, assisted by Mr. John E. Bailey. Workshop 4A, "Recruiting and Training of Actuarial Students for Insurance Companies and Consulting Firms," was moderated by Mr. Harper L. Garrett, Jr., assisted by Mr. Jesse M. Schwartz. Workshop 4B was moderated by Mr. Peter P. Trapp, assisted by Mr. John S. Eckert. Workshop 4C was moderated by Mr. Paul E. Petry, assisted by Mr. William H. Sharkey, Jr. These sessions adjourned at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. in four concurrent sessions, fifteen workshops, and a teaching session. Concurrent Session D, "Individual Underwriting," was moderated by Mr. Orlo L. Karsten, Jr.; panel members were Dr. Robert G. Wood (Vice-President, Equitable Life Assurance Society of the United States) and Messrs. John J. Gianino, Alton P. Morton, and Kenneth D. Mitchem. Concurrent Session E, "The Evolving Regulatory Environment for Health Care," was moderated by Mr. Peter M. Thexton; panel members were Mr. Daniel W. Pettengill, Dr. Harold Cohen (Executive Director of the Maryland Health Service Cost Review Commission, Baltimore), and Messrs. Nathaniel Taft (Second Vice-President—Group Insurance, New York Life Insurance Company) and Richard V. Minck. Concurrent Session F, "Perceptions of Pension Liabilities," was moderated by Mr. David A. Daniels; panel members were Messrs. Charles L. Trowbridge, Ernest Ten Eyck (Assistant Chief Accountant, Office of the Chief Accountant, Securities and Exchange Commission, Washington, D.C.), Patrick J. Regan (Vice-President, B.E.A. Associates, Inc., New York), and David L. Landsittel (Partner, Arthur Anderson and Company, Chicago). Concurrent Session G, "Actuarial Considerations in the Design of Term Products," was moderated by Mr. Robert D. Shapiro; panel members were Messrs. David M. Mordorski, Burnett A. Halstead, and James W. Pilgrim. Workshop 5A, "Individual Tax-qualified Operations," was moderated by Mr. Marvin D. Fineman, assisted by Mr. James Jakielo. Workshop 5B was moderated by Mr. Gary A. Heaston, assisted by Mr. Paul M. Winokur. Workshop 5C was moderated by Mr. Scott C. Otermat, assisted by Ms. Gail P. Schaeffer. Workshop 6A, "Group Pension Actuarial Problems," was moderated by Mr. Stewart G. Nagler, assisted by Mr. Henry G. Allen. Workshop 6B was moderated by Mr. John R. Williams, assisted by Ms.

Judy E. Weiss. Workshop 6C was moderated by Mr. Bruce F. Vane, assisted by Mr. Frederick B. Bass. Workshop 6D was moderated by Mr. Robert M. Chmely, assisted by Mr. Klaus O. Shigley. Workshop 7A, "Application of Modern Mathematical Theory in the Life Insurance Business," was moderated by Mr. Hans U. Gerber, assisted by Mr. Robert J. Hemstead. Workshop 7B was moderated by Mr. William A. Bailey, assisted by Mr. Gerald J. Rankin. Workshop 7C was moderated by Mr. Denis L. Carlson, assisted by Mr. Steven F. McKay. Workshop 7D was moderated by Mr. Brian J. P. Fortier, assisted by Mr. Reginald C. Yoder. Workshop 7E was moderated by Mr. Richard W. Ziock, assisted by Mr. Courtland C. Smith. Workshop 8A, "Current Issues in Individual Life Dividends," was moderated by Mr. Thomas F. Eason, assisted by Mr. Floyd T. Beasley. Workshop 8B was moderated by Mr. Thomas G. Kabele, assisted by Mr. Robert H. Jordan. Workshop 8C was moderated by Mr. Ivan R. Taylor, assisted by Mr. Harold G. Ingraham, Jr. Teaching Session 1, "New Separate Account Annual Statement Blank," was conducted by Messrs. Robert J. Johansen and Bruce E. Nickerson. These sessions adjourned at approximately 4:30 p.m.

On Tuesday, October 25, the meeting reconvened in a general session at 9:00 A.M.

The minutes of the regional meeting in Washington, D.C., held on April 1 and 2, 1976, as printed in the *Transactions* (XXVIII, 395-99), the regional meeting in Houston, Texas, held on May 20 and 21, 1976, as printed in the *Transactions* (XXVIII, 401-4), the regional meeting in Chicago, Illinois, held on June 3 and 4, 1976, as printed in the *Transactions* (XXVIII, 405-9), and the annual meeting in Toronto, Ontario, held on October 18, 19, and 20, 1976, as printed in the *Transactions* (XXVIII, 411-20) were approved.

The Treasurer summarized the financial report, published elsewhere in this volume of the *Transactions*.

The President then introduced the authors of papers accepted by the Society since its last meeting: Mr. J. Edwin Matz and Mr. Franklin E. Peters, coauthors of "Investment Generations Revisited" (to be discussed at Concurrent Session B); Mr. Alton P. Morton, author of "Individual Life Insurance Underwriting Principles and Practices: A 1976 Review" (to be discussed at Concurrent Session D); Mr. Christopher C. Street, author of "Another Look at Group Pension Plan Gain and Loss" (to be discussed at Concurrent Session M); Mr. Bertram N. Pike, author of "Financial Planning and Control for Group Insurance"; Mr. Wilfred A. Kraegel and Mr. James F. Reiskytl, coauthors of "Policy Loans and

Equity"; and Mr. Ernest J. Moorhead and Mr. Charles L. Trowbridge, coauthors of "The Unresolved OASDI Decoupling Issue." Messrs. Pike, Kraegel, Reiskytl, Moorhead, and Trowbridge discussed their papers briefly.

President Jackson then recognized Mr. Julius Vogel, retiring Vice-President in charge of the annual meeting program; Mrs. Linda B. Emory and Mr. Richard A. Burrows, chairman and vice-chairman, respectively, of the Program Committee; and Mr. Edwin H. Tebbetts, chairman of the Local Arrangements Committee. The President also thanked all other persons responsible for the preparation of the program and the planning of the meeting, and the program participants.

The President then gave his presidential address, which is printed elsewhere in this volume of the *Transactions*.

President Jackson then turned the meeting over to President-Elect William A. Halvorson. President Halvorson spoke briefly and then called on Mr. Charles Lambert Trowbridge, who presented a silver tray to Mr. Jackson on behalf of the Society in appreciation of his services as President. Mr. Jackson expressed his thanks for the gift.

The meeting reconvened at 11:00 A.M. in four concurrent sessions and eighteen workshops. Concurrent Session H, "Actuarial Software," was moderated by Mr. Godfrey J. Perrott; panel members were Messrs. Joel C. Magyar, J. Rae Jamieson, and Albert J. Kleinberg, Jr. Concurrent Session I, "Determination of Earnings by, and within, Lines of Business," was moderated by Mr. Richard S. Robertson; panel members were Messrs. Joseph F. Crowe, Daniel J. McCarthy, Jr., and Jerome M. Stein. Concurrent Session J, "Possible and Probable Futures Relating to Retirement Income Security," was moderated by Mr. Russell J. Mueller; panel members were Messrs. Robert J. Myers and Preston C. Bassett, Ms. Karen W. Ferguson (Director, Pension Rights Center, Washington, D.C.), and Mr. Geoffrey N. Calvert. Concurrent Session K, "The Reality of Professional Conduct," was moderated by Mr. Dale R. Gustafson; panel members were Mrs. Daphne D. Bartlett and Mr. W. James MacGinnitie. Workshop 3G, "Mortality, Lapse, and Expense Activities for Individual Life Insurance and Annuities," was moderated by Mr. Kent M. Simmons, assisted by Mr. Thomas K. Pennington. Workshop 3H was moderated by Mr. James L. Lewis, assisted by Mr. Thomas K. Gross. Workshop 3I was moderated by Mr. Orrin S. Tovson, assisted by Mr. Charles W. McMahan. Workshop 9A, "The Evolving Regulatory Environment for Health Care," was moderated by Mr. James J. Olsen, assisted by Mr. Robert Ronda. Workshop 9B was moderated by Mr.

Francis T. O'Grady, assisted by Mr. John S. Thompson, Jr. Workshop 9C was moderated by Mr. Harry L. Sutton, assisted by Mr. Charles C. DeWeese. Workshop 9D was moderated by Mr. Peter A. Hinrichs, assisted by Mr. Andrew M. Perkins. Workshop 10A, "Current United States Federal Income Tax Issues and Developments," was moderated by Mr. Albert Gubar, assisted by Mr. Norman Brodie. Workshop 10B was moderated by Mr. Calvert A. Jared II, assisted by Mr. Richard H. Gudeman. Workshop 10C was moderated by Mr. William Shinkwin, assisted by Mr. Jay B. Hanselmann. Workshop 10D was moderated by Mr. Peter S. Palmer, assisted by Mr. David J. Drury. Workshop 10E was moderated by Mr. D. H. Samuel Bateman, assisted by Mr. Alfred Raws III. Workshop 11A, "ERISA—Current Developments," was moderated by Mr. Wayne E. Allsteadt, assisted by Mr. Peter C. Vojtik. Workshop 11B was moderated by Mr. Paul J. Brennan, assisted by Mr. Gary T. Hallenbeck. Workshop 11C was moderated by Mr. Joseph K. Sabora, assisted by Mr. William E. Giegerich. Workshop 11D was moderated by Mr. Donald H. Pond, Jr., assisted by Mr. Keith J. Goodell. Workshop 11E was moderated by Mr. Stephen L. Bussewitz, assisted by Mr. Thomas K. Custis. Workshop 11F was moderated by Mr. Jack C. Forstadt, assisted by Ms. Karen L. Mitchell. These sessions adjourned at approximately 12:30 P.M.

The meeting reconvened at 2:30 P.M. in three concurrent sessions, eleven workshops, and a teaching session. Concurrent Session L, "Futurism," was moderated by Mr. Roy R. Anderson; panel members were Mr. Wilfred A. Kraegel, Mrs. Anna M. Rappaport, and Mr. George R. Dinney. Concurrent Session M, "Pension Valuation Methods and Assumptions," was moderated by Mr. Barnet N. Berin; panel members were Messrs. Thomas P. Cerneka, Yellott F. Hardcastle, Arvin L. Heilman, and Harry S. Purnell. Concurrent Session N, "Implications of Proposed Revisions of the Standard Valuation and Nonforfeiture Laws," was moderated by Mr. Richard V. Minck; panel members were Messrs. John O. Montgomery, Charles Greeley, and Robert M. Chmely. Workshop 12, "Actuarial Software," was moderated by Mr. William J. Schnaer, assisted by Mr. James R. Horein. Workshop 13, "Actuarial Software," was moderated by Mr. Josiah M. Lynch, Jr., assisted by Mr. Lynd T. Blatchford. Workshop 14A, "Agent Compensation," was moderated by Mr. Jan C. Brown, assisted by Mr. Marshall H. Lykins. Workshop 14B was moderated by Mr. Richard L. Files, assisted by Mr. Gary Lee Muller. Workshop 14C was moderated by Mr. John C. Gould, assisted by Mr. William T. McCallum. Workshop 14D was moderated by Mr. Paul M. Bailey, assisted by Mr. James P. Knight. Workshop 14E

was moderated by Mr. Stanley B. Tulin, assisted by Mr. John R. McClelland. Workshop 15A, "Group Dental," was moderated by Mr. Robert G. Maule, assisted by Mr. William R. Lane. Workshop 15B was moderated by Mr. Joshua Jacobs, assisted by Mr. Jeffrey L. Gathers. Workshop 15C was moderated by Mr. Michael E. Sproule, assisted by Mr. Laurence M. Swerdlow. Workshop 15D was moderated by Mr. Fazli M. Dattoo, assisted by Mr. David N. Ball. Teaching Session 2, "Zero Base Budgeting," was conducted by Messrs. Jerome F. Seaman and Clifford Olson (Manager, Peat, Marwick, Mitchell and Company, Chicago). These sessions adjourned at approximately 4:30 P.M.

On Wednesday, October 26, the meeting convened at 9:00 A.M. in four concurrent sessions and eighteen workshops. Concurrent Session O, "Current Issues in Public Employee Pensions," was moderated by Mr. Conrad M. Siegel; panel members were Messrs. Edward W. Brown, Albert Alazraki, and Richard G. Roeder (Actuary, Gabriel, Roeder, Smith and Company, Detroit). Concurrent Session P, "Management of the Actuarial Resource," was moderated by Mr. Burton D. Jay; panel members were Messrs. Richard A. Burrows, Paul T. Bourdeau, Kenneth J. Clark, and Walter S. Rugland. Concurrent Session Q, "Individual Disability Income Problems: Their Causes and Solutions," was moderated by Mr. Martin L. Zeffert; panel members were Messrs. Anthony J. Houghton, Benjamin F. Jones (President, Monarch Life Insurance Company, Springfield, Massachusetts), and William J. Taylor. Concurrent Session R, "A Plan for Cost Containment for Group Medical Expense Coverages," was moderated by Mr. Alan M. Thaler; panel members were Messrs. David M. Kinzer (President, Massachusetts Hospital Association, Burlington, Massachusetts), Joseph M. Rule, Ph.D. (Community Affairs Consultant, E. I. Dupont, Wilmington, Delaware), and William C. L. Hsiao. Workshop 16A, "Perceptions of Pension Liabilities," was moderated by Mr. David G. Adams, assisted by Mr. Howard Fluhr. Workshop 16B was moderated by Mr. Robert W. McGowan, assisted by Mr. William L. Cuthbert. Workshop 16C was moderated by Mr. Alan E. Roffey, assisted by Mr. Mark S. Fowler. Workshop 16D was moderated by Mr. Robert J. Webb, assisted by Mr. Keath P. Gibson. Workshop 17A, "Discussion with Society's Steering Committee on Reorganization," was moderated by Mr. Julius Vogel, assisted by Mr. David R. Carpenter. Workshop 17B was moderated by Miss Barbara J. Lautzenheiser, assisted by Mr. E. Paul Barnhart. Workshop 18A, "Pension Plan Mergers and Terminations," was moderated by Mr. Arthur L. Hallett, assisted by Mr. Carl R. Ohman. Workshop 18B was moderated by Mr. William A. Reimert, assisted by Mr. Martin H. Ruby. Workshop

18C was moderated by Mr. Charles L. Walls, assisted by Mr. Thaddeus W. Trenton. Workshop 18D was moderated by Mr. Raymond E. Pinczkowski, Jr., assisted by Mr. Edward N. Fleischer. Workshop 18E was moderated by Mr. Donald B. Bishop, assisted by Mr. Robert Davis. Workshop 18F was moderated by Mr. Samuel M. Kikla, assisted by Mr. Douglas H. Tinney. Workshop 19A, "Determination of Earnings by, and within, Lines of Business," was moderated by Mr. Stephen R. Radcliffe, assisted by Mr. James P. Knight. Workshop 19B was moderated by Mr. Bruce L. Caldwell, assisted by Mr. Randall P. Mire. Workshop 19C was moderated by Mr. Louis M. Weisz, assisted by Mr. Thomas J. Leary. Workshop 19D was moderated by Mr. Orlen B. Lunde, assisted by Mr. Heinz A. Briegel. Workshop 19E was moderated by Mr. Donald F. Duncan, assisted by Mr. John E. Tiller, Jr. Workshop 19F was moderated by Mr. Yuan Chang, assisted by Mr. Allan W. Johnson. These sessions adjourned at approximately 10:30 A.M.

The meeting reconvened at 11:00 A.M. in four concurrent sessions and nineteen workshops. Concurrent Session S, "Surplus Needs of Life Insurance Companies," was moderated by Mr. John C. Maynard; panel members were Messrs. Robin B. Leckie, Robert F. Link, Robert A. Miller, and Charles L. Trowbridge. Concurrent Session T, "Determination of the Value of a Life Insurance Company," was moderated by Mr. Samuel H. Turner; panel members were Messrs. Richard S. Antes (Partner, Ernst and Ernst, Washington, D.C.), Barry L. Blazer, and John C. Head III (Senior Associate, Morgan Stanley and Company, New York). Concurrent Session U, "Cost Disclosure in Individual Life Insurance," was moderated by Mr. Russell R. Jensen; panel members were Messrs. J. Bruce MacDonald, Norman K. Martin, and William F. Sutton III. Concurrent Session V, "Federal vs. State Regulation," was moderated by Mr. Robert L. Pawelko; panel members were Messrs. Ian L. Rolland, William A. White, and Vincent W. Donnelly. Workshop 20A, "Individual Disability Income Problems: Their Causes and Solutions," was moderated by Mr. Arthur L. Bryant, assisted by Mr. Jack L. Morgan. Workshop 20B was moderated by Mr. Michael B. Koopersmith, assisted by Mr. Richard W. Kling. Workshop 20C was moderated by Mr. Ernie Frankovich, assisted by Mr. James W. Pilgrim. Workshop 20D was moderated by Mr. Sherwood G. House, assisted by Mr. Robert J. Shlifer. Workshop 21A, "Current Group Product Developments," was moderated by Mr. James P. Smith, assisted by Mr. Neal A. Farmer. Workshop 21B was moderated by Mr. Paul R. Fleischacker, assisted by Mr. Ronald L. Wobbeking. Workshop 21C was moderated by Mr. Theodore W. Garrison, assisted by Mr. Harry L. Sutton, Jr. Workshop

21D was moderated by Mr. Wayne D. Lehman, assisted by Mr. Wayne V. Roberts. Workshop 21E was moderated by Mr. Michael R. Ristau, assisted by Mr. Bernard E. Hartt. Workshop 22A, "Pension Valuation Methods and Assumptions," was moderated by Mr. Frederick M. Green, assisted by Mr. John H. Grady. Workshop 22B was moderated by Mr. John Kieley, assisted by Mr. Philip S. Dial. Workshop 22C was moderated by Mr. Walter McLaughlin, assisted by Mr. William H. Blount. Workshop 22D was moderated by Mr. William G. Osenton, assisted by Mr. James J. Cryan. Workshop 22E was moderated by Mr. R. David Parsons, assisted by Mr. Frederick C. Mabry. Workshop 22F was moderated by Mr. James G. Durfee, assisted by Mr. Gerald M. Millman. Workshop 22G was moderated by Mr. Theodore J. Kowalchuk, assisted by Mr. Gerald B. Anger. Workshop 22H was moderated by Mr. Todd B. Meck, assisted by Mr. David M. Millward. Workshop 22I was moderated by Mr. Bradley Fowler, assisted by Mr. Norman L. Jones. Workshop 22J was moderated by Mr. Donald M. Armstrong, assisted by Mr. Paul R. Daoust. These sessions adjourned at approximately 12:30 P.M.

J. JACQUES DESCHÈNES
Secretary

