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# STANFORD RISK MANAGEMENT SERVICES, INC.

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## **CURRICULUM VITAE FOR JOHN J. CAMPANILE PRESIDENT, STANFORD RISK MANAGEMENT SERVICES, INC.**

John J. Campanile  
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### **Education**

Bachelor of Science-Business Management-Graduated Cum Laude  
Farleigh Dickenson University 1980

### **Military Service**

1974-1978 United States Coast Guard - Federal Law Enforcement  
Boarding Officer, Member Oil Pollution Strike Team,  
Small Boat Search and Rescue/Firefighting and boat engineer.

1978-1980 Hoffman-La Roche Pharmaceuticals, Nutley NJ - Pipe fitter for General and Fire  
Protection Sprinkler Systems.

### **Professional Experience**

1980-1983 Entered the Insurance Industry with Liberty Mutual Insurance Company the largest  
carrier of workers compensation and one of the largest commercial insurance carriers in the  
country in the Loss Control (Safety Engineering) Department. Rose to Loss Control Consultant-  
Property position.

1983-1984 September 1983 Obtained NJ Property Casualty Insurance Producers License.  
Transferred to Liberty Mutual Business Sales to learn sales process and business insurance  
coverage issues.

1984-1987 Arkwright-Boston Insurance Company (now known as Factory Mutual Property  
Insurance). FM is the largest Highly Protected Risk (HPR) property insurance carrier in world.  
Received advanced training in fire protection engineering and policy coverage and claims adjusting  
for HPR property clients.

1987-1988 ALR Risk Managers, a regional brokerage firm dedicated to larger commercial  
companies. Began training in the independent agency system in conjunction with providing risk  
management coverage and claims support services to larger clients.

1988-1995 Pilgrim Insurance Agency specialized bonding and insurance dedicated to the construction industry. I trained in the contractor insurance arena and bond segment while developing risk management programs for their construction and non-construction clients.

1995-1997 D & G Sayles Corp. as a Partner with this local broker. Pursued both risk management and insurance products for clients on both a commercial and personal lines basis.

1997-present President and founder of Stanford Risk Management Services, Inc. Established this company to focus on pure risk management consulting including claims coverage issues, contract reviews, bonding issues, property issues, and overall enterprise risk management program development for both construction and non-construction clients.

### **Highlights Of Professional Career**

- Handled coverage specifications for various municipal and private entities with special emphasis on loss exposure analysis and subsequent policy language modifications to facilitate claims settlement.
- Coordinated the contracts of insurance with the legal documents such as; Leases, Contract of Sale, Redevelopment Agreements, contractor and subcontractor, service and distribution agreements.
- Provided Land Title review for liability assumption or transfer that runs with the land. Examples include easements, releases and hold harmless and indemnification agreements and coordinated funding mechanisms for assumed liabilities.
- Facilitated contractual legal liability transfer from the clients to others via contractual hold harmless and indemnification language.
- Provided insurance and non insurance mechanism specifications for funding of the various indemnification and hold harmless provisions in the contracts.
- Forensic (generally in the environmental arena) investigation and identification of historical carriers and coordinated claim submission and coverage identification in the forms ultimate payment by the carriers.
- Expert witness in property/ boiler and machinery claims for both physical damage and business interruption. One claim settled for approximately \$650,000 and the total claims paid exceeds \$3,000,000.

**Partial client/referral base:**

Maraziti, Falcon & Healey, McManimon & Scotland, LLC,  
Fox Rothschild, LLP, Rawle & Henderson, LLP, Ciardi Ciardi & Astin, P.C.,  
The Bayard Firm, Winne Banta Hetherington Basralian & Kahn, P.C.  
Mechanical Service Corp, Federal Bronze Casting Industries,  
National Fuel Oil, Federal Bronze Casting Industries, City of Perth Amboy, Borough of Palmyra,  
Passaic River Basin Regional Sewerage Authority, Passaic County Economic Redevelopment,  
State of NJ-Office of Brownfield's Reuse

**Coverage Areas Of Expertise**

Property  
Boiler & Machinery  
Highly Protected Risk  
Environmental Liability  
Third Party Liability  
Products Liability  
Workers Compensation

**Industry Areas Of Expertise**

Industrial/Commercial Property Risk Management  
Public Sector Risk Management  
Environmental consultants/contractors  
Environmentally challenged property transactions  
Environmental Claims coverage support  
Bankruptcy case insurance and claims management  
Industrial Clients

**Other Areas Of Expertise**

Expert witness/ testimony  
Claims coverage issues

**Licenses**

**State of New Jersey-**

Producer-Property, Casualty, Life and Health  
Title Insurance

**New York**

Broker- Property, Casualty

John J. Campanile  
Curriculum Vitae  
Page 4

**Delaware**  
Broker- Property, Casualty

**Appointments**

Commissioner Passaic County Brownfield's Commission, Member Paterson Environmental  
Redevelopment Commission, Chairman Paterson Historic District Brownfield's Development Area,  
Commissioner City of Clifton Hazardous Materials Control Board