

We See Things Differently.

AEU works with members and brokers to drive down the cost of claims, which reduces the cost of USL&H coverage and retains long term members.

Impressive Results from AEU's Subrogation Recovery Unit:

\$1,879,180

2009 year-to-date USL&H Subrogation Recoveries and Reserve Eliminations

NEW BUSINESS BY REGION

Third Quarter 2009

NE \$ 2,794,734

SE \$ 504,063

NW \$ 4,825

SW \$ 95,531

TOTAL \$ 3,399,153

Jack Martone Commends AEU's Loss Control Team

Posted on AEU's Longshore Blog

The American Equity Underwriters, Inc. (AEU) has just completed the latest meeting of its Safety Committee. The meeting was held in Mobile, AL during October 5 – 7, 2009, and it was attended by nearly 70 of the top maritime safety professionals in the country. It was a complete success by any measure. So let's go ahead and measure it.

Socially, the attendees watched the Packers/Vikings game in catered comfort at AEU's headquarters office in downtown Mobile on Monday night and had dinner as a group at Felix's Fish Camp, one of Mobile's best restaurants on Tuesday night.

Attendance was astonishing. I have been to safety meetings and seminars conducted by other organizations recently where the presenters nearly outnumbered the attendees.

Feedback and evaluation by the attendees was uniformly very positive.

Expertise represented in the room was impressive. As I noted above, these were many of the top shipyard and stevedore safety experts in the country.

Technical content of the presentations was first class as always. Topics included Oil Industry Safety Training, Functional Capacity Testing, a MACOSH/OSHA Update, Lifting Gear Safety, Precautions for Working Inside Confined/Enclosed Spaces, and Claims scenarios in which the U.S. Department of Labor's New Orleans District Director, David Duhon, participated. And finally, by any

Yardstick (there's an acronym hidden here somewhere) I can safely say that the AEU Safety Committee Meeting has become the premier event of its type in the industry. The confidence that the American Longshore Mutual Association (ALMA) members have in AEU Senior Vice President Jimmy Burgin and his Loss Control Specialists Steve Morris, Rick Ellis, and Carl Halgren is clear as is the members' appreciation for the improvement in their safety records that comes along with ALMA membership.

Note to Brokers: These are happy members. And the Safety Committee meetings are open ALMA members and their brokers. The next meeting of the AEU Safety Committee is scheduled to be held in Mid-April, 2010 in New York City.