

We See Things Differently.

AEU is ALL over the Map

NEW BUSINESS BY REGION

Fourth Quarter 2008

Northwest	\$ 864,516
Northeast	\$ 3,227,683
Southwest	\$ 114,972
Southeast	\$ <u>2,552,167</u>
TOTAL	\$ 6,759,338

First Quarter 2009

Northeast	\$ 166,580
Southwest	\$ 1,264,096
Southeast	\$ <u>1,753,328</u>
TOTAL	\$ 3,184,004

Includes Stevedores, Marine Contractors, Terminals, Ship Repairers and Shipbuilding

\$18 Million Returned to ALMA Members

The American Equity Underwriters, Inc. (AEU) returned an estimated \$18 million in premium refunds to members of the American Longshore Mutual Association (ALMA) for calendar year 2008. These refunds were earned by members with outstanding loss experience. It's doubtful that anyone else in the Longshore Act marketplace can match that.

A key feature of this return premium program is that the AEU Loss Control and Claims services enhance the ALMA members' ability to improve their loss experience. So, AEU rewards good experience while at the same time providing the services necessary to achieve that good experience.

"AEU is proud of this unique program and the ALMA members who have utilized AEU's expert services in order to improve their safety programs and save money," said Mike Lapeyrouse, President and CEO.

Is your Subrogation Recovery Professional Certified?

AEU is pleased to announce that Royce Ray, Director of AEU's Subrogation Recovery Unit, recently earned the prestigious Certified Subrogation Recovery Professional (CSRP) designation. This designation is conferred by the National Association of Subrogation Professionals on those individuals who possess substantial industry experience and have passed a comprehensive exam on subrogation.

Having a dedicated Subrogation Recovery Unit enables AEU to place a more direct focus on subrogation investigation and recovery to further **drive down claims costs** and **reduce premiums**.

AEU is proud to have an experienced attorney who is a Certified Subrogation Recovery Professional as the Director of its Subrogation Recovery Unit.

Check out AEU's Longshore Blog at www.amequity.com and ask AEU's Longshore Expert Jack Martone your USL&H questions