The Newsletter of Sunforest Transportation Insurance Group

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April 2009

THE PARTNERSHIP

DATES OF INTEREST

June 10th-12th
YAC's 40th Annual Spring Conference on Mackinac Island. If you will be attending this conference, please contact Jennifer Mominee.

Denny Schwartz
President

Jennifer Mominee
Assistant Vice President – Sales

Sue Grivanos
Assistant Vice President – Administration

December Goodreau
Account Executive

Tina Hirauye
Accounting Specialist

Sandy Powder
Underwriting Assistant

Jessica Pratt
Account Administrator

News from the President
Denny Schwartz, CIC

Well the first quarter of 2009 has passed, and even though the economy has gotten actually worse we all seem to be surviving. There are trucking customers out there that have failed and there are others who have started up.

Trucking insurance has gotten interesting as well. We have seen one insurer pull completely out of the market place, while another has done a complete 180 degree turn and has gotten quite competitive. Retail agents as well as wholesale agents seem to be holding their rates and renewals only to see a decline in premiums due to the revenues being down by most of their trucking customers.

I would expect this trend to hold through the second quarter of the year as well. I believe that even though things will eventually get better, it will be very difficult for things to reset themselves back to the way they have been. We are all going to have to work harder for less for a long time before we can emerge from this mess. The good news is that every producing agent that I have had the chance to work with are no strangers to hard work and also believe that with hard work that this too shall pass. this is the why Sunforest continues to develop new programs and new markets.

Keep up the hard work and continue to communicate with STIG personnel regarding your clients and any issues they might have. Remember forewarned is forearmed regarding any potential issues down the road regarding your trucking customers.

I wish you all a prosperous second quarter, and don't forget to call Sunforest Transportation Insurance Group, Inc. for your trucking insurance needs.

Sincerely,
Denny Schwartz
President

Meet AIU Holdings, Inc.

We are pleased to introduce AIU Holdings, a newly formed, global property casualty insurance organization that is an industry leader from day one. This extraordinary organization will include companies with:

- 90 years of underwriting experience
- 500+ products and services
- 40+ million customers
- exceptional claims service
- *Excellent* financial strength ratings
- $43 billion in equity at December 31, 2008

The insurance companies of AIU Holdings will give you access to a global network of unparalleled financial strength, underwriting, and claims capabilities… a network that is evermore committed to managing your risk

Monoline GL now available through Sunforest Transportation Insurance Group and The Hartford

Beginning in April, agents will be able to offer general liability coverage to their trucking accounts creating a seamless package for clients. General liability limits available are $1 million per occurrence; $2 million aggregate.

Eligibility:

- Business entities (no individual insureds)
- Fewer than 20 power units
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Minimum general liability premium when written in conjunction with motor truck cargo liability insurance is $500 in most states. Offering both cargo coverage and general liability, makes it easier for agents to meet their client's needs and grow their book of trucking business with The Hartford and Sunforest Transportation Insurance Group. If you need additional information or would like to discuss quoting a certain account give STIG a call at 888/283-3373.

Sentry Transportation Insurance Revised Non-Fleet MVR Requirements

I am pleased to announce an MVR cost savings measure that will benefit your agency. As a result of recent conversations with the Sentry Agents' Council the MVR requirements for Non-Fleet will be revised as follows effective immediately:

New Business Quotes:

· 1-3 power units require you to provide an average number of moving violations and accidents as communicated by the prospect. An MVR or summary of moving violations is not required. An MVR or summary of moving violations and accidents must be submitted prior to binding the account.

· 4-20 power units – Sentry requires an MVR or a summary of moving violations and accidents for all new business quotes. (No change).

If you have any questions or concerns please contact Jennifer Mominee.

STIG Notes– Fleet Reporting – Timeliness is Key

Many of our insurance markets offer the option of monthly reporting of revenues, scheduled vehicles, and mileage as a determinant of premium due for coverage.

<u>With monthly reporting comes specific payment terms</u>:

The insured is provided with a market-specific reporting form with which to report gross receipts, physical damage values/changes, and mileage. Escrow Deposits (if applicable), first and foremost, are to be collected upon binding and due to Sunforest within 5 days of binding. (Non commissionable). At the end of each month, the insured needs to complete the form and remit payment to your agency. You should expect to collect the original signed report and payment from the insured between the 10th and 15th of the month.

Report and payment (less agency commission) are then due to Sunforest no later than the 20th of the month for immediate turnover to the market. Payments are due to our markets no later than the 25th of each month. We must adhere to strict payment terms to ensure that cancellation of policies for non payment of premium does not become an occurrence. Markets may impose late fees, cancellations and/or non-reinstatement for repeat offender late pays.

Sunforest Transportation asks for your cooperation with monthly reporting and requests that you stress to your Insureds that choose this option that timely payments will ensure smooth reporting procedures.

Please contact us with any questions or concerns regarding the reporting process.

SUNFOREST
Transportation Insurance Group Inc.