

NEWS RELEASE

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Wholesale Trucking Insurance Agency Sunforest Transportation Insurance Group Grows To \$9 Million in Annual Premium Sales in Just 10 Years

Wholesale trucking insurance agency estimates sales topping 10 million in 2008

Toledo, Ohio, March 17, 2008 – Toledo-based wholesale trucking insurance agency, Sunforest Transportation Insurance Group, Inc. (STIG), is celebrating its continued growth. The firm has seen annual premium sales grow to 9 million dollars over the past ten years and STIG President Denny Schwartz, CIC, estimates that annual premium sales for 2008 will top \$10,000,000.

The wholesale trucking insurance agency, which started operations in 1997 with two employees and a contract with one insurance market, now employs seven associates and works with more than sixty retail insurance brokers. STIG operates as a business to business wholesaler, (also referred by some as a Managing General Agent) of trucking insurance programs. The firm represents Sentry Select, Lancer Insurance Co., A.I.G., Lloyds of London, Lincoln General, Travelers, and The Hartford.

According to Denny Schwartz, trucking insurance occupies a niche within the insurance industry. "Trucking Insurance is a low volume, high premium product that lends itself to risk that is very difficult to predict," he said. "Few insurance companies want to write coverage because of its volatility," he stated. Many truck specific insurance companies employ a specialty wholesaler like STIG to help complete the marketing and underwriting process of distributing their products. "STIG prides itself on its ability to accommodate and service the retail agent, whether or not that retail agent is a truck specialist," said Mr. Schwartz. "We are not unlike a business-to-business manufacturer's rep," he added. "We don't mind doing the heavy lifting," he said.

After more than 30 years in the trucking insurance industry, Denny Schwartz understands the importance of relationships. "Trucking Insurance is all about personal relationships. I have used my reputation as a knowledgeable professional in the Truck Insurance industry and my long time contacts in this small network to secure markets, develop confidence and instill trust in my clients," he said. Some truckers prefer to buy from a local agent that they know and trust, whether that agent has truck specific knowledge or not. Sunforest Transportation Insurance Group, Inc. makes that possible. "We differ from retail insurance in that we deal with the retail insurance agent and not the end consumer," said Denny.

Sunforest Transportation Insurance Group, Inc. provides a range of services, including online education. Its website, www.stiginc.com, offers truck specific online training programs for retail brokers interested in learning how to sell trucking insurance. For more information about Sunforest Transportation Insurance Group, Inc. visit www.stiginc.com or call 888.283.3373.

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About Sunforest Transportation Insurance Group (STIG)

Founded in 1997, Sunforest Transportation Insurance Group serves as a managing general agent for trucking insurance; providing wholesale insurance products and online training programs to retail insurance brokers. Sunforest Transportation Insurance Group is located at 3912 Sunforest Court in Toledo Ohio and can be found online at www.stiginc.com. STIG's president, Denny Schwartz, CIC, is a veteran of more than 30 years in the trucking insurance industry and has served on the boards of the Toledo Trucking Association, the West Virginia Motor Truck Association and the Ohio Trucking Association.

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