



East Coast Underwriters, LLC

adds

Gerber Life Insurance Company



as its newest stop loss carrier.

11/10/2010- East Coast Underwriters, LLC (ECU), is excited to announce that it has added Gerber Life Insurance Company as its newest stop loss carrier, effective November 1, 2010. Gerber has been a consistent, long-term carrier in the medical stop loss market, initially entering the business in 1989. Rated "A" by A.M. Best, they presently have over \$1.7 billion in assets, with over 98% of their portfolio in high-quality investments. They were named a "TOP 50", in 2009 for the third consecutive year, by the Ward Group, an operational consulting firm and a leader in providing benchmarking services to the insurance industry.

ECU will continue to offer stop loss through Pan American Life, a partnership that has continued for almost 10 years. ECU and Pan American have been very successful in targeting the small group market with both traditional stop loss and our unique [Spaggregate™](#) product.

Aaron Wilkie, President of ECU, said, "With two long-term carrier partners to offer the stop loss marketplace, ECU will continue to provide creative alternatives to meet the goals of our TPA clients and their customers. We are particularly pleased about this agreement, because it now allows us to write our [Spaggregate™](#) coverage in the Northeast, including the state of New York. With the addition of a second A.M. Best "A" carrier, and continued growth, ECU has positioned itself as one of the premier MGU's in the country. "

About East Coast Underwriters, LLC

East Coast Underwriters (ECU) is a Full Service Managing General Underwriter, providing Medical Stop Loss Insurance to employer groups who self fund their medical benefits. ECU underwrites for all size business, and specializes in offering coverage to employer groups with 25-250 covered employee lives. For more information, please contact Mike Hirsch, mhirsch@ecumgu.com or Jeff Perkins, jperkins@ecumgu.com .