



Erie Insurance Establishes New Nashville District; Names Bill Martin District Sales Manager

Erie, Pa. --- June 29, 1999 --- Bill Martin, has been named district sales manager of the newly-formed Nashville district for Erie Insurance Group. Martin will be responsible for recruiting, training and managing independent property/casualty agents in Nashville and the surrounding area.

Martin joined The ERIE in 1996 as a life sales specialist and most recently served as a claims adjuster for the Roanoke Branch Office. Before joining Erie Insurance, Martin served as a life insurance agent. A native of Bristol, Tenn., Martin attended Cumberland University.

The new Nashville district and the establishment of a Knoxville Branch Office this fall will enable Erie Insurance Group to expand its operations westward in Tennessee. Erie Insurance has been licensed and operating in the eastern portion of the state since 1987. The ERIE is represented by independent agents and plans to significantly expand agency representation throughout Tennessee. Independent agents representing Erie Insurance Group write all lines of insurance the company offers, including auto, home, business and life.

"We already have a strong presence in eastern Tennessee and are excited about expanding our services throughout the state," said Steve Kinnaird, who was recently named manager of Erie Insurance's new Knoxville Branch Office. "Now more people can benefit from The ERIE's mission of providing superior service and the best possible insurance products at the lowest possible price."

Kinnaird joined The ERIE in 1990 and has served as a district sales manager in eastern Tennessee since 1992. He was promoted to branch manager of the Knoxville Branch in May.

Known for competitive rates and superior service, Erie Insurance was established in 1925 and is headquartered in Erie, Pa. With nearly 2.6 million policyholders, Erie Insurance Group is the 17th largest property/casualty insurance group, and group member Erie Insurance Exchange is the 12th largest insurer of private passenger automobiles in the country. Erie Insurance Group includes seven companies operating in nine states and the District of Columbia. Erie Indemnity Company (NASDAQ - ERIE) is the management company for Erie Insurance Group.