

News Release

Contact: Susan Shahon — Hotchkiss Insurance Agency, Inc.
972-512-7760 — sshahon@hiainc.com

Anne Davis — Hotchkiss Insurance Agency, Inc.
972-512-7728 — adavis@hiainc.com



HOTCHKISS
INSURANCE AGENCY, INC.

Texas Green Industry Earns First Dividend

DALLAS, TX—August 17, 2005— The Texas Green Industry Workers’ Compensation Purchasing Group (TGI) provides a competitive option for workers’ compensation coverage for every qualifying member of the Texas Green Industry: landscape and irrigation contractors, nurseries, and growers.

Hotchkiss Insurance Agency, Inc. (HIA) formed the group in February 2004 and serves as the groups’ administrator and liaison to Texas Mutual Insurance Company, the group’s underwriter. Today, Texas Mutual Insurance Company announced a purchasing group dividend* to TGI in excess of \$72,000. This marks the first year TGI has earned a *Texas Mutual*[®] purchasing group dividend.

The TGI purchasing group has grown to more than \$4.2 million in written premium. Texas Mutual Insurance Company reported in February that TGI is one of its fastest-growing purchasing groups.

“The Hotchkiss agency has done a fantastic job with this group,” said Ken Lauber, *Texas Mutual*[®] vice president of field operations. “With Hotchkiss behind it, I am confident TGI will continue to grow.”

Any Texas insurance agent may place a qualifying client into the group with the underwriter’s approval. For a complete list of TGI-qualifying business classifications, go to <http://www.texasmutual.com/agents/group.shtm>. For more information about the TGI

purchasing group, contact Anne Davis at Hotchkiss Insurance Agency by email at sales@hiainc.com, by phone at (972) 512-7728 or visit www.texasgreenindustry.com.

**Past dividends are not a guarantee of future dividends, and the Texas Department of Insurance must approve all dividend plans.*

About Hotchkiss Insurance Agency

Founded in 1975, Hotchkiss Insurance Agency, Inc. (HIA) is a leading provider of a broad range of insurance products and services including commercial and personal insurance, life and health insurance, and workers' compensation. Headquartered in Dallas, Texas, HIA has statewide locations in Houston, San Antonio, College Station, Fredericksburg, Kerrville, and Sherman.

-END-