



**HOTCHKISS**  
INSURANCE AGENCY, INC.

December 7, 2006

Contact: Susan Shahon  
PR & Media Manager  
tel: 972.512.7760

**FOR IMMEDIATE RELEASE**

**HOTCHKISS INSURANCE AGENCY, INC. ANNOUNCES THE TEXAS ASSOCIATION OF BUILDERS ENDORSEMENT OF THE TEXAS HOME BUILDERS WORKERS' COMP GROUP**

DALLAS, TX—December 7, 2006- Hotchkiss Insurance Agency, Inc. (HIA), a leading provider of custom designed insurance programs and services to businesses, associations and franchise operations announced today that the Texas Association of Builders (TAB) has endorsed the Texas Home Builders Workers' Compensation Group (THB-WC).

“Once our builder members realize that they may be able to receive *two* separate dividend checks back on their insurance and the protection this group can provide them their choice is clear,” said newly installed TAB president Jerry Carter. “The Texas Home Builders Workers' Comp Group is affordable and offers the home builder an essential level of protection for their company.”

“We are excited to offer a true member service that can have such an impact on the builders' bottom line,” expressed Kristi Sutterfield, executive director at TAB. “A premium discount and the opportunity to receive dividends back on their insurance premiums is a significant member benefit.”

“Once the home builder understands the liability for employees' injuries and looks at the reduced cost offered by an affinity purchasing group, the business decision is clear,” says Anne Davis, vice president of sales and marketing for HIA, Dallas. “Transferring the risk of medical and lost wage expenses to an insurer, as well as the legal fees, becomes the clear choice for a business owner once the laws and cost of insurance are understood.”

The group includes home builders for whom specific protective legislation was established by the Texas Department of Insurance (TDI) in 1991. The legislation specifies that in Texas, a home builder may provide workers' compensation and employers' liability insurance for their employees without becoming unduly responsible for workers' compensation coverage for subcontractors or employees of subcontractors.

Underwritten by Texas Mutual Insurance Company, all eligible policyholders accepted into the group receive an immediate premium discount of 10.5 percent. In addition, members have an option of joining a network of health providers formed by Texas Mutual and net an additional 12 percent savings on their premiums, for a combined savings of 22.5 percent.

*Texas Mutual*<sup>®</sup> gives each group member a premium discount based on the group's premium volume. Members may also qualify for *Texas Mutual*<sup>®</sup> individual and a group dividend.\* A safety program with a

comprehensive safety manual designed specifically for the home builder is delivered to every policyholder in the THB-WC Purchasing Group.

**ABOUT TAB:** *Founded in 1946, the Texas Association of Builders is an affiliate of the National Association of Home Builders and has 31 local home builder associations across Texas. Representing over 550,000 jobs and more than \$36 billion in the Texas economy, the state and local associations play a crucial role in providing housing for Texans.*

**ABOUT THB-WC GROUP:** *For more information on the Texas Home Builders Workers' Compensation Group, contact Sue Treece via email at [streece@hiainc.com](mailto:streece@hiainc.com) or (972) 512-7768. For a list of qualifying TDI classification codes for the Texas Home Builders Workers' Compensation Group or for more information about Hotchkiss Insurance Agency, Inc. go to [www.hiainc.com](http://www.hiainc.com).*

###

\*Texas Mutual Insurance Company notes that dividends are not an automatic benefit of coverage, and TDI must approve all dividend plans.

-END-