



HOTCHKISS
INSURANCE AGENCY, INC.

News Release

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Hotchkiss Insurance Agency's TGI Workers' Comp Purchasing Group Endorsed by Texas Nursery and Landscape Association

DALLAS— June 1, 2005— Hotchkiss Insurance Agency, Inc. (HIA) announced today that the Texas Green Industry (TGI) purchasing group has received the endorsement of the Texas Nursery and Landscape Association (TNLA), Austin, Texas. The group, which includes growers, landscape contractors, nurseries, and other green industry businesses, will provide qualifying members with a competitive option for workers' compensation coverage.

HIA, as the principal administrator for the group requested that the Texas Department of Insurance designate the group as an "open" program. Open program groups allow any Texas insurance agent to place a qualifying client into the group. Qualifying members of the group will be eligible for the same premium discount as all Texas Green Industry Group members, regardless of its individual premium size. The safety program will also give group members the opportunity to earn potential group dividends, in addition to any general dividends that their businesses may qualify for individually.

"Hotchkiss Insurance Agency has done a fantastic job promoting the professionalism of the green industry with the TGI group," Eddy Edmondson, president of TNLA. "They've dedicated the resources needed to help this group reach its potential, and we're excited about offering the

Texas Green Industry Workers' Comp Group (TGI) to our members as a value added endorsed service provider.”

“The green industry is a \$9.6 billion powerhouse in Texas,” adds Ken Hotchkiss, HIA vice president. “As a whole, the Texas green industry has an excellent loss ratio which can be directly attributed to the commitment to professionalism and safety exhibited by many of the TGI employers. We are very proud to be an endorsed service provider to the members of TNLA”

For more information about this news release, contact Susan Shahon at HIA via email at sshahon@hiainc.com or call (972) 512-7760. For more information about the Texas Green Industry Workers' Compensation Group visit www.tnlainsurance.com or contact Ken Hotchkiss via email at khotchkiss@hiainc.com or call 713-956-9800.

About Texas Nursery and Landscape Association

TNLA is one of the largest and most respected trade associations, representing all segments of the Green Industry in Texas. Members are growers, landscape professionals, retail garden centers, and allied green industry businesses. For more information about TNLA call 1.877.473.3363, visit TNLA's website at www.txnla.org, or email info@tnlaonline.org.

About Hotchkiss Insurance Agency

Founded in 1975, Hotchkiss Insurance Agency, Inc. (HIA) is an independent insurance agency offering a broad range of insurance products and services including commercial and personal insurance, life and health insurance, and workers' compensation. As a member of select associations and the recipient of many local and statewide endorsements, HIA has developed specialty programs for many industries including; general contractors, home builders, landscape and irrigation contractors, nurseries, restaurants and churches. Headquartered in Dallas, Texas, HIA has statewide locations in Houston, San Antonio, College Station, Hill Country, and Kingwood.