



HOTCHKISS
INSURANCE AGENCY, INC.

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Hotchkiss Insurance Agency Endorsed by Texas Restaurant Association

DALLAS— January 23, 2008— Hotchkiss Insurance Agency, Inc. (HIA) announced today that they have received the endorsement of the Texas Restaurant Association (TRA), Austin, Texas for their restaurant insurance program. HIA, through its strategic alliances with selected A rated carriers, provides property and casualty, health insurance and employee benefits for TRA members and associate members.

"The launch of HIA's insurance program comes at a critical time for restaurateurs" stated TRA Vice President of Member Services, Rick Madden. "Our members need professional solutions from one agency. Many of our members are hands-on entrepreneurs and they don't have time to chase after insurance. Turnover and short term employees also make obtaining employee benefits a constant challenge for our members. With Hotchkiss working to assist our members, our employers may be able to offer employee benefits and improve their ability to attract and retain talent. Hotchkiss was an obvious choice for our members – large enough to have significant clout with insurance companies, and statewide locations to reach the local membership. Hotchkiss' ability to provide retail services directly to the restaurateur or to "wholesale" services to the local agent is a unique service and approach to our diverse and widespread membership. Hotchkiss is endorsed by many state trade associations as the best choice for Texan entrepreneurs."

HIA Vice President of Sales & Marketing, Anne Davis says "The TRA relationship is very important to us. We have been building a restaurant insurance program for several years and have top agents dedicated to the development of appropriate business solutions for restaurateurs. We already insure a number of TRA members and leaders. Building a program that meets the diverse needs of the membership is our priority. Our unique program approach allows TRA members access to markets, coverage and payment plans that are otherwise unavailable to them. The Texas Restaurant Association endorsement should help us work quickly to grow the program and assist members and associate members to access the products they need."

For more information about the Hotchkiss TRA endorsed insurance program visit www.hiainc.com, contact Jessica Goehring via email at jagoehring@hiainc.com or call (972) 512-7718. For more information about the Texas Restaurant Association visit www.restaurantville.com.

About Texas Restaurant Association

For more than 65 years, the TRA has served its members and the foodservice industry with political advocacy, industry education and foodservice training. The association maintains its focus on supporting the business of the Texas restaurateur. This commitment results in the continued growth and effectiveness of the association. For more information visit www.restaurantville.com.

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 restaurants, hotels, franchisors, home builders, general landscape and irrigation contractors, nurseries and churches. Headquartered in Dallas, Texas, HIA has statewide locations in Houston, San Antonio, College Station, Hill Country, and Sherman. Visit www.hiainc.com for more information.

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