

News Release

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HOTCHKISS
INSURANCE AGENCY, INC.

Texas Green Industry Workers' Comp Purchasing Group Endorsed by Texas Turf Irrigation Association

DALLAS — May 31, 2007— Hotchkiss Insurance Agency, Inc. (HIA) announced today that the Texas Green Industry Workers' Compensation Group (TGI) has received the endorsement of the Texas Turf Irrigation Association (TTIA). The TGI Workers' Comp Group, a Texas Department of Insurance (TDI) approved purchasing group, is open to most irrigation and landscape contractors, nurseries, growers and other green industry businesses. The group provides qualifying members with a competitive option for workers' compensation coverage which includes an immediate 10.9% premium discount. Eligible policyholders can also earn an additional discount by participating in Texas Mutual Insurance Company's workers' compensation health care network.

“The Texas Green Industry Workers' Comp Group gives our members a true member benefit and we are proud to endorse this purchasing group” says Carl Causey, executive director of TTIA. “They've dedicated the resources needed for this group to reach its potential. We're very excited about offering TTIA members the potential to earn both the group dividend and their own individual dividend as well as participate in the health care network dedicated to getting workers back to work.”

HIA, the administrator for the purchasing 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. The underwriting company, Texas Mutual Insurance Company, will apply the same premium discount to each TGI Group member, regardless of individual premium size.

The safety program will also give the TGI group members the opportunity to earn potential group dividends, in addition to any general dividends that their businesses may qualify for individually*.

“A strong commitment to sound safety practices is very typical of a Texas green industry professional,” says Anne Davis of Hotchkiss Insurance Agency, Inc., the TGI-WC Group administrator. “By matching those professionals with a TGI board who share those values, an industry-specific safety manual and access to Texas Mutual’s acclaimed policyholder services, the TGI policyholder increases the value of their business. All told: the policyholder can receive a 10.9% premium discount, a 12% health network discount and two dividends each calendar year. The numbers speak for themselves.”

For more information about the TGI Workers’ Comp, contact Candy Atkins at catkins@hiainc.com or by phone at 972-512-7714.

About Texas Turf Irrigation Association

The TTIA is a voluntary organization with almost 500 members dedicated to promote the development, proper use and acceptance of landscape irrigation, promote water and soil conservation, promote efficient design, installation, use and maintenance of irrigation systems.

For more information about TTIA visit www.ttiaonline.org or call 877-275-8842

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 insurance. Headquartered in Dallas, Texas, HIA has statewide locations in Houston, San Antonio, College Station, Texas Hill Country, and Sherman.

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*Texas Mutual® notes that past dividends are not a guarantee of future dividends, and TDI must approve all dividends.