

**For Immediate Release**

## **MarketScout Launches Monoline Workers' Compensation Facility Targeting Energy Accounts**

**DALLAS — November 15, 2006** — MarketScout, the Dallas Texas based eInsurance Exchange, has launched a new exclusive Monoline Energy Workers' Compensation program. The facility accepts most class codes related to the energy industry, including operations where work is performed directly on and around the drill site. Additionally, the program can include coverage as mandated by The Longshore and Harbor Workers' Compensation Act, which requires separate terms and conditions for employees working on or near navigable waterways.

“There are numerous, excellent liability alternatives for insureds in the energy and related industries, however, many times these alternatives cannot be accepted because they do not offer a Workers' Compensation solution. As a result, the insured must bind coverage at a higher premium from an insurer that offers all lines of coverage. In effect, insurers that can write all lines of coverage may use Workers' Compensation as a hammer in their negotiations to write the account,” said Richard Kerr, Chairman and CEO of MarketScout. “Our new Monoline Energy Workers' Compensation facility will create alternatives that are more competitive for our agents and their insureds. Effectively, our Workers' Compensation facility will help all Monoline General Liability markets. We welcome the opportunity to support A-rated Monoline liability markets by providing them access to our Workers' Compensation facility.”

### **About MarketScout**

MarketScout is a Dallas, Texas based electronic insurance exchange which underwrites and distributes hundreds of product lines to its 58,000-member agency network across the United States. Over 40 A-rated carriers participate in the MarketScout exchange platform at <http://www.marketscout.com>. MarketScout believes business produced via their insurance exchange is 7% to 8% more profitable than business generated by the typical marketplace.

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