

# MarketScout Expects Moderate Rate Declines for the Rest of 2008

DALLAS—According to MarketScout, U.S. property and casualty rates declined 12% in March 2008. Richard Kerr, chairman and CEO of MarketScout, detailed the results by stating, “We anticipate rate decreases to moderate for the remainder of 2008. However, a lessening rate decrease

in 2008 does not mean the soft market is coming to an end. The soft market began in February 2005 so after 36 months, rate reductions will naturally moderate. For instance, including the March 2008 reduction of 12%, rates are down almost 30% from March 2005 to March 2008.”

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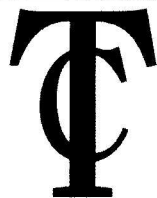
**Richard Kerr**

## Insurers Feeling Peckish

Kerr also pointed out that insurers are hungry for all types of business, including programs with starting books of business as low as \$2,000,000. Kerr noted, “Four years ago, no one would talk to you unless you had a \$7,500,000 book to kick start your program. A good distribution network supported by technical underwriting skills and as little as \$2,000,000 in premium will attract attention today.”

MarketScout has been tracking the U.S. property & casualty market since 2001. The Barometer is created using data assimilated via its online insurance exchange and is supported by in-person surveys of retail agents, company personnel, wholesale brokers, and MGAs. The MarketScout Barometer uses mathematically driven data which is corroborated by in-person surveys. Additional Stat Support

The findings of MarketScout’s barometer are



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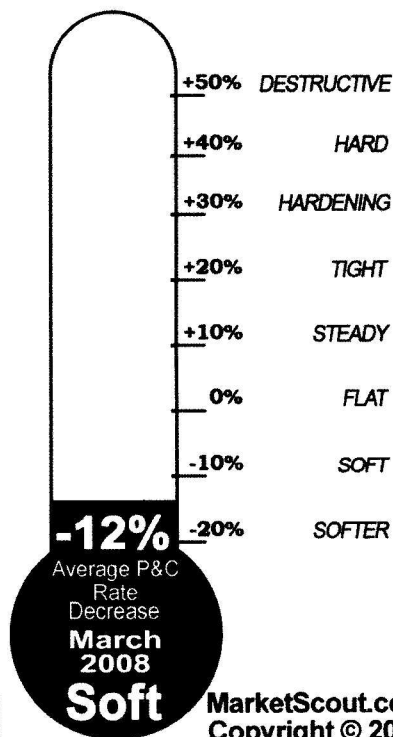
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## Market Barometer



further supported by surveys conducted by The National Alliance for Insurance Education and Research. These surveys were conducted during CIC and CRM institutes held across the United States in March 2008.

The rates for March 2008 — broken down by coverage class, industry class, and account size — follow.

### By Coverage Class

Commercial Property .....	Down 14%
Business Interruption .....	Down 12%
Inland Marine .....	Down 11%
General Liability .....	Down 14%
Umbrella/Excess .....	Down 12%
Commercial Auto .....	Down 8%
Workers' Compensation .....	Down 8%
Professional Liability .....	Down 9%
D&O Liability .....	Down 9%
EPLI .....	Down 12%
Fiduciary .....	Down 8%

Crime.....	Down 8%
Surety .....	Down 7%

### By Account Size

Small, up to \$25,000 .....	Down 12%
Medium, \$25,001-\$250,000....	Down 14%
Large, \$250,000-\$1,000,000...	Down 12%
Jumbo, over \$1,000,000 .....	Down 13%

### By Industry Class

Manufacturing .....	Down 14%
Contracting .....	Down 14%
Service .....	Down 14%
Habitational .....	Down 12%
Public Entity .....	Down 10%
Transportation .....	Down 12%
Energy .....	Down 10%

### MarketScout

The barometer is compiled by MarketScout, a Dallas-based electronic insurance exchange. ■

# Travel-Safety and Contingency Planning for Business

From the editors at Standard Publishing Corp.

As the business world gets smaller and traveling gets chancier, organizations need to weigh the risks and rewards of sending personnel on trips.

### What Can Happen?

British Airways recently opened Terminal 5 at Heathrow Airport — amidst serious chaos that led to thousands of flight cancellations and delays, tens of thousands of lost or misdirected pieces of luggage, and untold numbers of unhappy and inconvenienced passengers. Protesters added to the general confusion and disorder. Within two weeks following that debacle, American Airlines cancelled over three thousand flights for emergency safety inspections, stranding hundreds of thousands of passengers.

Add to the possible — or probable — inconveniences of airline travel the very real dangers that await travelers when they finally reach their destination in certain areas of the world, and business travel loses some of its attraction. Even domestic destinations present certain dangers to the unwary.

### Risk Management Issues

Many passengers traveling on business get stranded or reach a different destination than their luggage, which raises important risk management questions for their employers. Are all business trips really necessary? Is the intended destination a safe place to travel to right now? How do you keep business travelers — and the business materials they take with them — safe in case of disruptions at airports or in destinations where they may not know the area? How do you deal efficiently with time issues in the face of delays and disruptions? Flying to another city early in the morning to attend a midday meeting with a same-day return flight may sound efficient, but sometimes the plan does not go smoothly. Do you have contingency plans?

### Is This Trip Really Necessary?

Increasingly, organizations are reconsidering the necessity of business travel. Technology offers many ways for businesspeople to communicate — even to “meet” virtually face-to-face — without

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