



MARKEL CORPORATION

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FOR IMMEDIATE RELEASE

Markel Teams with J.C. Stevens, Inc. to Protect Small Crane Businesses

Richmond, VA, December 18, 2008 – Markel Insurance Company, a division of Markel Corporation, announced today a renewed commitment to its partnership with J.C. Stevens, Inc. (JCS) to administer a tailored insurance program for small crane companies and to work with the crane companies' local agents to arrange an appropriate insurance program for them.

"Small crane operations represent a very specialized market with unique needs for insurance coverage. Without the expertise of a knowledgeable advisor, small crane companies can carry exposures that are potentially detrimental to the continued success of their business," stated Megan Rose, program manager at JCS. "Together, Markel and JCS bring the experience required to address this specialty market," she added.

Frank Noyes, executive underwriter at Markel Insurance Company commented, "It is important that we work closely with our agency partners to develop a full range of coverages for the benefit of our insureds. For instance, many small crane clients are unaware that they can get riggers on-hook coverage endorsed onto their general liability policy to protect the load while it is being lifted."

Noyes continues, "Small crane businesses are experts at building and lifting, not necessarily insurance. They may have coverage that does not meet statutory limits and not know it. We can assist the insured's local agent to arrange the appropriate limits and coverage for their exposures."

Since 2005, Markel and JCS have targeted small crane businesses that lift signs, trusses, HVAC units, and other building materials. Together, they provide a one-stop shop for general liability, excess liability, and auto insurance, and can turn around quotes in one day. Their combined expertise can be a benefit to crane rental companies, both with and without operators, and to general contractors with crane exposures that are not covered under their general liability policy.

ABOUT J.C. STEVENS, INC.

With roots back to the 1960s, J.C. Stevens, Inc. (JCS) was formed in 1993 and provides extensive experience as insurance program underwriters, managers, and administrators. The company has developed a strong base of over 200 brokers who identify companies with niche insurance needs. In 2005, JCS formed a separate entity, Underwriting Service Management Company, LLC, to be the program administrator, along with JCS, of the Markel small cranes program.

For more information about JCS, visit www.jcstevensinc.com.

ABOUT MARKEL INSURANCE COMPANY

A subsidiary of Markel Corporation, Markel Insurance Company underwrites commercial lines coverages on an admitted basis for a variety of niche markets including children's camps, child care centers, and social service agencies. In addition, the company underwrites equine and agriculture programs as well as accident and health. Markel Risk Solutions offers unique individual account solutions for commercial lines of business to a highly selective group of retail agents throughout the country.

Coverage is also available through an excess and surplus subsidiary of Markel Corporation.

For more information on Markel Insurance Company, visit www.markelinsurance.com.