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## FOR IMMEDIATE RELEASE

### Markel Programs Expands Mobile Crane/Boom Truck Program

**Richmond, VA, July 22, 2010** – Markel Programs announced today that it has expanded classes and coverages for its specialty Mobile Crane/Boom Truck program to offer new growth opportunities for producers and to effectively address the unique needs of this niche market.

In addition to mobile cranes, boom trucks, and concrete pump trucks, eligible classes now include steel erection, millwrights, and riggers. The program has been enhanced with flexible minimum premiums, employee benefits coverage, and a riggers limit of up to \$1,000,000 in addition to the per occurrence limit, including storage and transit with a \$250,000 loss of use limit, and other coverage benefits.

The program is available through a partnership with JC Stevens (JCS), a Norman-Spencer company, in all states except Delaware.

Megan Rose, Program Director at JCS, commented, "We anticipate this development to be of significant benefit for agency growth and likewise for their customers. We are constantly working to evolve our program and want to build on our producers' success by extending opportunities to grow with us through our expanding program offerings."

Frank Noyes, Executive Underwriter with Markel, stated, "Markel is proud to partner with JCS in expanding coverages for our small crane insureds. The JCS staff of professionals has consistently demonstrated their expertise in working with Markel to respond effectively to the needs of this specialized industry niche."

#### ABOUT JC STEVENS

With roots back to the 1960s, JC Stevens (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. In January, 2010, Norman-Spencer, a national provider of property and casualty insurance services to retail and wholesale, agents and consumer clients, acquired the operations of JCS. For more information about JCS, visit [jcstevensins.com](http://jcstevensins.com).

#### ABOUT NORMAN-SPENCER

Norman-Spencer Agency, Inc. is a leading provider of property and casualty insurance services to clients countrywide, and has been developing and administrating industry-specific programs since 1981. The agency provides comprehensive, competitive programs and general wholesale insurance services that address the insurance needs of selected niche markets and a dedicated distribution network of over 1,500 agents. For more information about Norman-Spencer, visit [norman-spencer.com](http://norman-spencer.com).

#### ABOUT MARKEL PROGRAMS

A division of Markel Corporation, Markel Programs develops partnerships with managing general agents to offer single-source, admitted and non-admitted programs for a specific class or line of business. Markel Corporation markets and underwrites specialty insurance products and programs to a variety of niche markets. In each of these markets, the Company seeks to provide quality products and excellent customer service so that it can be a market leader. The financial goals of the Company are to earn consistent underwriting profits and superior investment returns to build shareholder value. To learn more about Markel Programs, visit [markelprograms.com](http://markelprograms.com).