



For more information contact:

Vicki Webb  
Underwriting Manager  
Markel Programs  
510-995-4029  
[vwebb@markelcorp.com](mailto:vwebb@markelcorp.com)

Jay Johnsen  
Program Manager  
NIF Insurance Services of California  
916-566-1000, ext. 7120  
[jjohnsen@nifgroup.com](mailto:jjohnsen@nifgroup.com)

## FOR IMMEDIATE RELEASE

### **Markel Programs Partners with NIF Insurance Services of California to Offer New Nursery and Garden Center Program**

**Richmond, Va., July 19, 2011** – Markel Programs announced that it has partnered with NIF Insurance Services of California, a program administrator, to offer a new program for nurseries and garden centers, a robust industry group with unique insurance needs. Coverages include general liability, auto, property, crime, inland marine, limited pollution, employment practices liability, electronic data processing, peak season coverage, and excess limits up to \$5 million available.

“We’re excited to kick off the program in California with NIF’s experience on our side,” said Vicki Webb, Underwriting Manager for Markel Programs. “NIF knows the ins and outs of the California marketplace, and a strong start will allow us to quickly expand the program to surrounding states.”

Jay Johnsen, Program Manager of NIF Insurance Services of California stated, “We are happy to be partnering with Markel Programs. They are a carrier that understands the importance of cultivating the right startups and developing products that will meet the specific needs of a niche industry, like nurseries and garden centers.”

Eligible operations include retail nurseries, wholesale nurseries, and garden centers. This admitted program is currently available in California, with plans in place to expand to Arizona, Nevada, Washington, Oregon, New Mexico, and Texas.

#### **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 [www.markelprograms.com](http://www.markelprograms.com).

#### **ABOUT NIF INSURANCE SERVICES OF CALIFORNIA**

NIF Insurance Services of California is a division of NIF Group, Inc. and offers a full range of property, transportation, liability, and excess coverage. NIF is known for their expertise as a program administrator and is a recognized source for the placement of unique and unusual exposures as a general agent and surplus lines broker. For over 30 years, NIF has forged lasting relationships with brokers, independent agents, and insurance markets built on honesty, integrity, and trust. For more information, visit [www.nifgroup.com](http://www.nifgroup.com).