

NEWS RELEASE

Victor O. Schinnerer & Company, Inc.

PROGRAM

ARCHITECTS & ENGINEERS

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Schinnerer Releases Results of 2003 Customer Survey

Chevy Chase, MD—Victor O. Schinnerer and Company has just released the results of their 2003 customer survey of architects and engineering firms. A summary of the survey's major results are as follows:

Design Professionals Prefer Single Carrier, Broker

A slight plurality of A/E professionals (45%) who currently use two different carriers for general and professional liability coverage would prefer to use a single carrier for both.

A majority of A/E professionals (69%) would prefer to buy both of these coverages from a single broker.

Schinnerer created the DesignOne program for architects and engineers to meet this interest. Through DesignOne, design professionals can get professional liability, P&C and financial coverages such as EPLI, D&O and fiduciary from a single carrier.

Overall Satisfaction with Schinnerer

83% of customers were either very or extremely satisfied with Schinnerer.

Satisfaction with Broker

85% of respondents were satisfied with their broker, citing service as their main reason for satisfaction.

Future Concerns/Selection Process

When asked what their major concerns were for the upcoming year, 87% of those surveyed cited increased liability insurance costs while 66% also cited increased exposure to liability.

When choosing professional liability coverage, the top two factors that customers look at were pricing (64%) and service (61%).

The survey results were gathered from 150 telephone interviews of firms that ranged from small to large architectural firms and contractors. The full survey results are available at:

http://www.Schinnerer.com/product_info/design_firms/survey03.html

Victor O. Schinnerer & Company, Inc., is one of the largest and most experienced underwriting managers of professional liability and specialty insurance programs in the world. Schinnerer now serves more than 20,000 insureds in the construction industry program through independent agents and brokers. Learn more about Schinnerer at www.Schinnerer.com.