



Fireman's Fund® Debuts Comprehensive Insurance Package For Printing Services Industry

NOVATO, Calif., June 2, 2005 -- Fireman's Fund Insurance Company® has debuted a one-stop suite of property and casualty insurance coverages geared to small-to-medium sized commercial printing firms.

"As printing technology moves ever more deeply digital, whole new areas of risk threaten the smaller entrepreneur and generate the challenge of identifying complete coverage," said Karlyn Carnahan, innovation Vice President for commercial business at Fireman's Fund. "Yet, at least 80 percent of printers are time-strapped family-run businesses, who need a central point of contact for all risk management issues. That's where Fireman's Fund now delivers a viable new printing solution."

Fireman's Fund has developed comprehensive coverage for some 55,000 smaller printing houses that need insurance adaptability responsive to their usage of electronic data processing applications.

"Besides a full package of coverages, our policyholders receive access to the value-added iCustomer Series® Portal, an interactive Web site devoted to business trends and news within the printing industry," said Carnahan. "This is our online gateway replete with tools and resources that transcend insurance and sustain a printer's competitive advantage in the marketplace. Among the many features of the iCustomer Series site are online claims filing, a library of loss management recommendations and preferred pricing on basic business products commonly used by printers."

Access to the iCustomer Series site also enables customers to use an offset press replacement cost estimator, a building replacement cost estimator, OSHA compliance and news articles, their claims history and filing systems and "Open for Business" (a complete disaster recovery planning tool to prepare for accidental crisis shut-down). "We are very proud to be the only carrier offering such value-adding tools to our partners," said Carnahan.

"As credible members of the MFSA and the PIA printing associations, we know the industry risks entailed in the latest digital, offset printing and flexography technologies," said Carnahan. "So we've expanded our appetite to cover full spectrum of customers from small copy shops to world class digital printers. We're looking for high-end, high-quality commercial printers and printing service providers that are looking for value-added industry-specific risk management products, services and solutions."

(more)

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Available in the policy package is the proprietary Fireman's Fund Property-Gard® Extension Endorsement, which provides 40+ coverages tailored to printers, including such risks as property in transit, pollution removal, electronic data processing equipment, accounts receivable, trade shows, prototypes, contract penalty, marring and scratching, and printers E&O. Business interruption options can protect business income disrupted by the shutdown of a key supplier or interruption of utility service. An equipment breakdown option protects against short circuits, power surges, motor burnout and boiler explosion. The printers' package can include E&O to protect against claims for economic damage to a third party.

Carnahan said that, "Fireman's Fund has assembled a complete package of property, general liability, workers' compensation, commercial automobile, umbrella and excess liability protection. And we have more than 20 years of experience to back our underwriters' pen."

Rated "A" (or Excellent) by the A.M. Best Company, the 142-year-old Fireman's Fund Insurance Company last year had almost \$4.9 billion in gross premiums written. Fireman's Fund is a subsidiary of the Allianz Group (NYSE: AZ) of Munich, a leading international financial service organization with almost \$1 trillion in assets under management. For more, visit firemansfund.com.

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