



## Industry News

### Trumbull to Administer Seibels Bruce's Flood Renewal Business

**Windsor, CT** – Trumbull is pleased to announce that, Seibels Bruce entered into an agreement with The Hartford, under which The Hartford would acquire Seibels Bruce's interest in the right to renew or assume our in-force National Flood Insurance Program policies. The Federal Emergency Management Agency (FEMA) has approved this transaction.

Trumbull, a wholly owned subsidiary of The Hartford, which currently manages most of The Hartford's flood business now, will administer the renewal business. Flood Services Vice President, Denis Thompson, sees this move as a great way to expand the services to reach even more agents. "We are pleased that many of the Seibels Bruce agents can experience the superior service and competitive commission we deliver." He comments. Sometimes, satisfied agents spread the word within their community and other agents become interested in moving their business over as well. Says Thompson "In many instances, word of mouth is a major driver of renewal business and whenever more agents are experiencing A++ service and stability, the value on our name goes up." The acquisition of the Seibels business, means about 7 thousand more agents.

#### **About The Seibels Bruce Group, Inc.**

The Seibels Bruce Group, Inc., headquartered in Columbia, S. C., is a holding company for four property and casualty insurance companies that offer commercial and nonstandard automobile insurance. In addition, Seibels Bruce offers claim administration services to insurance companies and other businesses through Insurance Network Services, Inc.; flood zone determination and related services through America's Flood Services, Inc.; and managing general agency services through Seibels, Bruce & Company. Additional information about Seibels Bruce can be found online at [www.seibels.com](http://www.seibels.com).

#### **About Trumbull**

Trumbull is a Windsor, Conn. based company providing business process outsourcing (BPO) and application service provider (ASP) solutions to the insurance industry. Insurance services and technology solutions include policy administration, subrogation recovery, billing and collections, loss control, premium audit, bureau and statistical reporting and flood insurance service. Trumbull, the Trumbull "t" design and "Subsource" are service marks of Trumbull Services L.L.C. For more information about Trumbull, contact Beth Bartlick at 888-410-2963 x 73824, or visit its web site at [www.trumbull-services.com](http://www.trumbull-services.com).