



# NEWS RELEASE

## For Immediate Release

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### **The PMA Insurance Group Has Partnered with Next Wave Insurance Services to Offer the Next Wave Hotel Program**

Blue Bell, PA – July 13, 2007 – The PMA Insurance Group has partnered with Next Wave Insurance Services, LLC to provide a new comprehensive package insurance program for the business class hotel industry, the Next Wave Hotel Program.

Offered through Next Wave, a Program Administrator and its appointed insurance agents and brokers nationwide, this comprehensive package program is designed to respond to a variety of commercial property and general liability insurance needs for the hotel industry and has been tailored to specifically to meet the needs of the business class hotel segment. The Next Wave Hotel Program is available in all states except Louisiana.

“PMA is very pleased to bring its risk management expertise and quality commercial property and liability coverages and services to the business hotel segment through the Next Wave Hotel Program,” says John Santulli, Senior Vice President, Marketing and Field Operations, The PMA Insurance Group. “We look forward to expanding our writings on a nationwide basis in the hospitality industry through this new program.”

The Next Wave Hotel Program’s commercial property and general liability insurance will be underwritten by The PMA Insurance Group, rated “A-” Excellent by A.M. Best.

Highlights of the Next Wave Hotel Program include:

- Broad Property and General Liability coverage enhancements
- Comprehensive Property coverage tailored to meet customers’ needs
- Combined Property, Crime and Equipment Breakdown coverages offered under one policy
- Availability of Liquor Liability Insurance, Crime, Garagekeeper’s Legal Liability, Hired Non-Owned and Umbrella coverages
- Flexibility with multiple coverage levels and pricing
- Availability of Deductible Options

PMA will also provide access to its workers' compensation and commercial automobile insurance products to program participants.

“We are excited about this new program and relationship. Having PMA support Next Wave with a product significantly augments our ability to deliver a solution to agents and brokers,” said Jeff Ward, CEO of Next Wave. “We look forward to working with the professional underwriting staff at PMA. The combined underwriting expertise and broad distribution enhances our capabilities within the hotel class of business.”

### **About Next Wave Insurance Services, LLC**

Next Wave Insurance Services, LLC, based in San Diego, CA, was launched in 2004 as a subsidiary of The Ward Group, LLC. Next Wave's primary focus is providing comprehensive property and casualty insurance solutions to the hospitality industry. As such, Next Wave Hotel Program delivers a “one stop” alternative to brokers looking for expertise and responsive service in this class of business. As specialists in the hotel industry, Next Wave's staff understands the nuances involved in writing small or large hotels, including high profile resorts. We pride ourselves in delivering a tailored all-lines solution that fits any risk profile.

Next Wave is also a licensed wholesale broker providing access to the surplus lines market to place more complex risks which fall outside our underwriting criteria. For more information on Next Wave and details on our programs visit our website at [www.nextwaveins.com](http://www.nextwaveins.com).

### **About The PMA Insurance Group**

The PMA Insurance Group, a multi-lines property & casualty insurer, is known for service excellence and high levels of customer satisfaction. PMA offers workers' compensation, commercial automobile, commercial multi-peril, general liability and umbrella insurance. PMA Management Corp., an affiliate of The PMA Insurance Group, offers fee-based third-party administrative services.

The PMA Insurance Group is headquartered in Blue Bell, Pennsylvania. The PMA Insurance Group includes Pennsylvania Manufacturers' Association Insurance Company, Manufacturers Alliance Insurance Company and Pennsylvania Manufacturers Indemnity Company, which are subsidiaries of PMA Capital Corporation (NASDAQ: PMACA). For more information on PMA, visit our website, [www.pmagroup.com](http://www.pmagroup.com).

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