



# MARKEL UNDERWRITING MANAGERS, INC.

A Markel Company

## Environmental Division

Turn it Up and Turn it On!!!

What is Hot for 2008!!

It is the Alternative Energy Marketplace!

Historically the Environmental Division has written alternative energy related accounts starting at the inception of the program in the year 2000. The risk appetite is not only the processing and distribution but also in some cases the equipment manufactured to produce the various fuels.

These include but are not limited to the following:

- Reactors manufactured and assembled to produce the fuel.
- Off-specification fuel blending via recycling for BTU value and hazardous waste burning. This process involves the collection and blending of used waste oils and fuels to operate a heating source or to burn for BTU value.
- Wind energy, solar energy, geothermal and water energy projects - from the generation to the operation of electric co-ops from these sources.
- The process of creating alternative energy from the decomposition process at landfills where the vented off methane is sold to produce electricity.
- Bioconversion processes involving the burning of agricultural wastes such as corn husks or the production of composts from the conversion of agricultural wastes and sewage sludge.
- Recycling grease trap wastes and used fryer oils for making the bio diesel fuel.
- Aquaculture businesses (farming of algae) for the production of methane.
- Creation of ethanol based fuels made from corn.
- Desalination plants and many other technology based industries.

We estimate that in 2006-07 we will write approximately \$7,000,000 in GWP of insurance coverage's lead by the blended form of CGL with products pollution liability and environmental impairment liability (CGL/PRODPOLL/EIL) in the alternative energy area. Bio-diesel and other alternative fuel sources has been a target marketing area for our division since our inception.

In closing, the Environmental Division prides itself on creativity, service and taking an opportunistic approach to proven and new technologies. If you happened to be out prospecting feel free to call us on any of the innovative technology/alternative energy risks to discuss the viability and placement of their insurance!

We look forward to a profitable and exciting 2008!

[www.markelunderwriters.com](http://www.markelunderwriters.com)