



Oil & Gas
INDUSTRYEdge®

Dedicated to the insurance
needs of the oil and gas industry

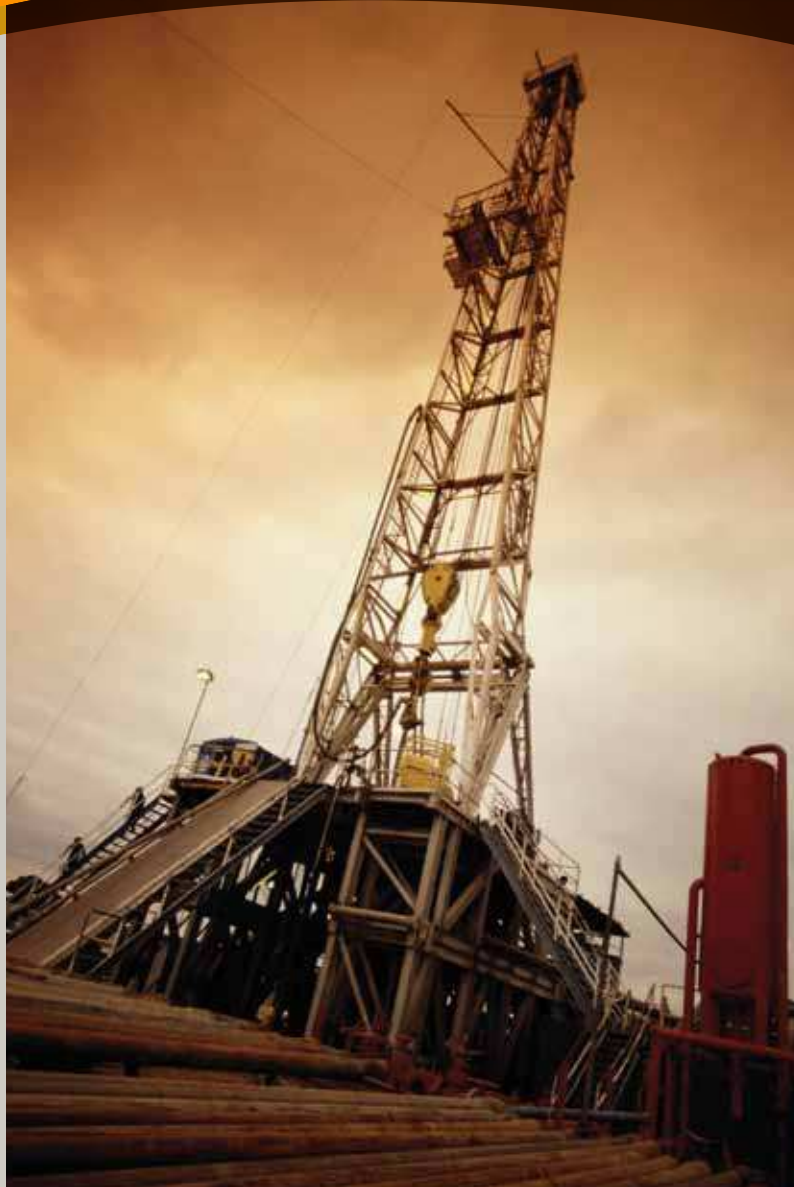


The strength and expertise to deliver

Just as the Lucas geyser marked the birth of the modern petroleum industry in 1901, Travelers is widely viewed as a pioneer in developing insurance solutions in response to major innovations and emerging industry trends.

Since our formation more than 150 years ago, we've developed unmatched expertise in the complex operations specific to the oil and gas industry. Our experience in this market has led to thoughtfully designed insurance products and services.

Because of our insistence on quality, we are one of the most respected companies in the United States. Pair this commitment and reputation with consistently high ratings we receive from independent rating services, and it's easy to see why oil and gas businesses look to us for customized insurance solutions.



- ▶ **1853** St. Paul Fire and Marine Insurance Company is formed in Saint Paul, Minn., largely to serve local residents frustrated with slow service from distant insurers.

- ▶ **1871** Fire destroys much of Chicago and cripples local insurance companies. St. Paul Fire and Marine steps in, paying claims dollar for dollar.

- ▶ **1897** Travelers issues the first policy for the era's major innovation - the automobile.

- ▶ **1918** The war paralyzes European insurers. St. Paul Fire and Marine offers relief to Europe's stranded customers.

- ▶ **1929** St. Paul Fire and Marine responds to the stock market crash by offering financial institution and fidelity coverages.

- ▶ **1942** As the United States becomes embroiled in World War II, the company sets up a blood donor center at corporate headquarters and loans employees to help bail out a swamped government.

- ▶ **1961** The company's innovative insurance solutions lead to a new coverage option – electronic data processing protection. St. Paul Fire and Marine is the first carrier to offer this type of coverage.


- ▶ **1968** St. Paul Fire and Marine forms The St. Paul Companies, Inc., a management company, and diversifies its offerings through insurance and financial services acquisitions.

- ▶ **1996** The Travelers Indemnity Company and The Aetna Casualty and Surety Company merge to form the nation's fourth largest property casualty company.

- ▶ **1998** The company creates a business unit dedicated to the oil and gas market – built on more than 20 years of expertise in underwriting, claims and risk control – to address both onshore and offshore risks.

- ▶ **2004** St. Paul merges with Travelers Companies, Inc., to form the second-largest commercial property- casualty insurer in North America.

- ▶ **Today** Travelers continues to refine and expand its product line and services for oil and gas customers, helping them to address ever-changing needs.



The Spindletop oil field marked the birth of the modern petroleum industry. The Lucas geyser, found at a depth of 1,139 feet, blew a stream of oil over 100 feet high until it was capped nine days later and flowed an estimated 100,000 barrels a day. A new age was born.

Spindletop - The Handbook of Texas Online

A joint project of The General Libraries at the University of Texas at Austin and the Texas State Historical Association.

Running an oil and gas business is no simple task. Overseeing rig equipment and tools, conducting well evaluations, managing crew and complying with government regulations all require in-depth industry knowledge and a commitment to exceptional practices. So troubleshooting problems that could affect your operations should be much more of a concern to you than worrying about whether you're protected when something goes wrong. That's why we developed a portfolio of products and services tailored to meet the specialized needs of oil and gas customers. We work hard to serve the industry and continue to develop and enhance our existing oil and gas coverage offerings.

Customized oil and gas solutions

Our oil and gas product line is built on real industry experience and more than two decades of delivering tailored solutions to oil and gas customers. Taking it a step further, we also turned to our history of insuring the unique risks of specialized businesses, beginning nearly 50 years before the infamous Lucas gusher produced a fountain of oil at Spindletop.

Our oil and gas product line responds to the most recent trends in the industry, offering a wide range of protection for related exposures.



Designed with your business in mind

Our oil and gas products are available to a wide range of customers of all sizes for both onshore and offshore operations with a focus on exploration and production.

Our customers include:

- Operators
- Non-operators
- Drilling contractors
- Service contractors
- Manufacturing and wholesale/retail firms with 50% or more oil and gas related revenues
- Workover contractors
- Equipment rental
- Well loggers
- Perforators
- Oil field electricians
- Roustabouts
- Geophysical services
- Pipeline contractors

Travelers stands prepared to develop and implement an insurance program tailored to your needs

Our portfolio of coverages for oil and gas customers offers a level of protection we believe is unmatched in the industry, delivered by a team of experts dedicated to your business. To learn more about the protection only Travelers can deliver, contact your independent insurance agent or broker, call 800.392.0607 or visit our website at travelers.com/oilgas.

The definition of service

Travelers offers an integrated approach to serving our oil and gas customers. Our underwriting, claim and risk control experts work closely together to ensure we provide efficient and effective solutions to promote the longevity of your business.

Underwriting Services – Travelers has been underwriting coverage for oil and gas customers for more than 20 years. Our Oil and Gas business unit underwriters work exclusively with the oil and gas industry and understand the evolving and complex issues of your operations. These experienced professionals will customize an effective plan for your business.

Claim Services – Our claim specialists understand the oil and gas industry and know the types of losses that can occur at a well site. With their extensive experience working with oil and gas customers, they have the expertise to manage losses related to well sites, control of well, contractual indemnity, underground resources and equipment, and more. These claim professionals work hard to deliver prompt, efficient and knowledgeable service to help resolve complicated claims. In addition, with our flexible claim reporting options – available 24 hours a day, 365 days a year – you can rest assured that when you need us, we're here to help.

Risk Control Services – As the first in the market to develop a team of risk control professionals dedicated exclusively to the oil and gas industry, Travelers offers years of hands-on experience along with a wealth of knowledge on the latest solutions for the exposures you face. Our risk control experts have worked in the oil and gas industry. They will assess, address and seek to reduce the risks that affect your business – striving to help you save time, money and, most importantly, lives.

We're proud to work with Wild Well Control, Inc. as our preferred well control provider and training resource. In addition to offering well control certification training, Wild Well provides 24/7 intervention assistance to our customers at the earliest signs of well trouble to help manage and prevent an incident from escalating into a serious loss.

Customized oil and gas products

EnergyPro® – commercial general liability coverage

EnergyPro® is designed to address the distinct general liability needs of our oil and gas customers and includes valuable coverage features, such as contractual indemnity and additional insured protection (by endorsement) for covered damages. The contractual indemnity coverage considers the types of contracts used in the oil and gas industry, as well as exposures arising out of joint operating agreements. One available additional insured endorsement offers a blanket approach for adding additional insureds, providing coverage designed to meet the general liability coverage contractual requirements of your operating partners. In addition, with our EnergyPro umbrella, we have the flexibility to customize the policy limits to increase the amount of protection that's in place.

▶ **Pollution coverage**

Our general liability form provides coverage for pollution clean-up costs on a legal liability or voluntarily incurred basis for sudden and accidental pollution incidents resulting from the performance of your oil or gas operations.

▶ **Underground resource and equipment liability coverage**

Our general liability form provides coverage for third-party liabilities arising out of certain types of damage to underground resources or equipment.

▶ **Automobile liability coverage**

With our automobile liability coverage, we offer protection for the autos used on a day-to-day basis to help run an oil and gas operation.

▶ **Inland marine and property coverage**

Whether to cover costs or losses related to control of well, contractor's equipment, oil lease properties or an office and its contents, we offer a wide range of inland marine and property coverages.

▶ **Workers compensation**

Our capabilities include workers compensation coverage for customers who are committed to providing a safe workplace and are willing to accept risk-sharing programs.



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