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FOR IMMEDIATE RELEASE

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## National Specialty Underwriters, Inc. Announces **SELECT** DIALYSIS

***Insurance program for Kidney Dialysis Facilities takes new approach for niche market.***

BELLEVUE, Wash. - (March 21, 2002) ñNational Specialty Underwriters, Inc. (NSU) introduces SelectDialysis, an insurance product designed specifically for renal care providers.

Ed Zarrella, NSU Vice President for Healthcare Programs, is excited by the prospects of this program. "SelectDialysis revolutionizes the way these facilities are treated by the insurance community. For the first time, these customers will have access to coverage and services that truly address their unique needs."

SelectDialysis, like all NSU products, will be distributed exclusively through retail agents and brokers nationwide. In addition, this program will benefit from the purchasing power of NSU Purchasing Groups.

### **About SelectDialysis**

SelectDialysis is a national insurance program that meets the unique needs of dialysis facilities. The program offers Professional Liability and General Liability coverages for qualified dialysis centers. Medical directors, nurses, technicians, and other employees are included in the entity coverage.

SelectDialysis is administered and marketed by NSU, and backed by exceptional NSU customer service. Coverage is provided by a recognized carrier dedicated to the healthcare industry and rated "A" by A.M. Best. Customers can continue to work with their trusted individual agents and brokers to access this program.

### **About Kidney Dialysis Facilities**

Kidney Dialysis is a life-sustaining medical treatment that partially replaces the function of the kidneys in cleaning and filtering blood. Over 350,000 people in the U.S. receive this treatment for chronic kidney failure, often called End-Stage Renal Disease (ESRD). Currently, there are more than 3,600 Medicare-approved dialysis centers treating ESRD patients. Traditionally, Renal Care Providers have had few choices and limited options when placing their medical malpractice insurance.

### **About National Specialty Underwriters**

NSU is a program administrator for niche market insurance. NSU programs are distributed through hundreds of retail agents and brokers nationally. To better serve their agency force, NSU developed specialized purchasing groups, including Healthcare Insurance Group. Kidney dialysis centers will benefit from the competitive premiums and specialized services of this purchasing group.

### **For Further Information about SelectDialysis**

Contact NSU Healthcare for more information. Call (425) 450-1090 or visit [www.nsui.com](http://www.nsui.com).