



## NEWS RELEASE

# TRAVELERS OF NEW JERSEY OFFERS 10 PERCENT DISCOUNT ON AUTO INSURANCE FOR HYBRID DRIVERS

## *Insurance Discount Matches New Jersey Turnpike HOV Perk for Hybrids*

**PARSIPPANY, N.J., September 18, 2006** – New Jersey hybrid owners can now take advantage of a 10 percent discount\* on auto insurance offered by Travelers of New Jersey, the company announced today. The discount comes on the heels of Governor Jon S. Corzine’s announcement last spring that the New Jersey Turnpike Authority will allow hybrid vehicles to travel in the Turnpike’s High Occupancy Vehicle (HOV) lanes. This follows the introduction this year of a federal tax credit for the purchase of “advanced vehicle technologies” of between \$250 and \$3,400.

“With the added bonus of driving solo in the HOV lane of the turnpike, it is apparent New Jersey is taking noticeable measures to extend the popularity of hybrid vehicles throughout the state,” said Phyllis Forsyth, president of Travelers of New Jersey. “We salute this spirit of forward-looking innovation and will continue to develop products and services that evolve to fit the changing needs of our New Jersey customers.”

Earlier this year, Travelers became the first auto insurance company to offer a discount to hybrid drivers on a national level and has been steadily rolling out the discount state by state. So far the company has made the discount available in 39 states, most recently New York, Maryland, Florida, Kentucky and Washington.

“Our preliminary research indicates that hybrid owners tend to fall into the preferred insured category, and at Travelers, lower risk drivers are rewarded with lower premiums,” said Greg Toczydlowski, senior vice president of product management for Travelers Personal Insurance. “And considering the growth potential of the hybrid marketplace, we want to be well positioned to meet its needs.”

To give hybrid owners—and those considering purchasing a hybrid car—a central place for information and entertainment related to hybrid driving, Travelers created [www.hybridtravelers.com](http://www.hybridtravelers.com). Visitors can get up-to-date information on federal and state tax benefits and other perks for hybrid drivers, as well as access an agent locator, obtain policy information and get an insurance quote. The site also features the Early Adopt-o-meter, which ranks a visitor’s

penchant for embracing new technologies, and a place where enthusiasts can share their stories as “hybrid travelers.”

The discount for hybrid drivers is the latest in a long series of firsts for the company that wrote the first automobile insurance policy in 1897. Other firsts include the first policy covering electronic data processing liability in 1961, the first policy to protect individuals using personal computers for online banking in 1997, and the first insurance company to offer consumers protection against identity fraud in 1999.

### **About Travelers**

Travelers believes that life and business are inherently dynamic and that the best way to serve agents and policyholders is to provide insurance that helps them stay in-synch with their lives. For more information on being in-synch, visit [www.travelers.com](http://www.travelers.com).

Travelers is a business of The St. Paul Travelers Companies, Inc. (NYSE: STA), a leading property casualty insurer selling primarily through agents and brokers. The company’s diverse business lines offer its global customers a wide range of coverage in both the personal and commercial settings, including automobile, homeowners, construction, small business, oil and gas, ocean marine, financial and professional services, global technology and public sector services. St. Paul Travelers is ranked 85 in the Fortune 500, with 2005 revenues of \$24.4 billion and total assets of \$113.2 billion. The company has approximately 32,000 employees.

Travelers of New Jersey policies are underwritten solely by First Trenton Indemnity Company and Travelers Auto Insurance Co. of New Jersey, which are licensed to write business only in New Jersey. For more information, visit [www.travelersnj.com](http://www.travelersnj.com).

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*\*A discount of up to 10% applies only to certain coverages. The discount may not be available in all states and is subject to individual eligibility.*