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For Immediate Release

Builders Trust Celebrates 10-Year Anniversary With Tropics

Sarasota, FL, September 1, 2006 – Builders Trust, the largest self-insured fund in New Mexico and the third largest provider of workers' compensation insurance in New Mexico, celebrates their 10-year anniversary of being a Tropics client this month. Builders Trust, marked the milestone by purchasing the latest Tropics Software Technologies' system, WebTropics, this month.

Builders Trust Information Systems Manager Kendra Karp says the purchase completes the "automation puzzle" because Tropics' functionality will now extend beyond internal users and on to their agents and policyholders. Builders Trust's insurance agencies, producers and policyholders will be able to generate online quotes, access information and reports as well as interact with Builders Trust via the Internet. Policyholders will also be able to make payments, file a First Report of Injury and update their policies with the latest payroll and employee information – all online.

Builders Trust purchased the Tropics Policy Administration System back in 1996 and the Tropics Claims Administration System in 2002. Since first selecting Tropics, their premium revenues grew 147 percent and the number of fund participant companies increased 137 percent. The Tropics system has grown with Builders Trust through all of these changes and is as valuable to the fund's success today as it was when the fund originally purchased Tropics a decade ago.

It is unusual for an insurance company to efficiently use an insurance software they purchased 10 years ago. Tropics Software Technologies (TST) President & CEO Mike Mobar believes the reason Tropics has remained an efficient cornerstone of Builders Trust lies in TST's unwavering commitment to fostering working collaborations with their clients. And because TST staff are both technology and workers' compensation experts -- it's easier to maintain these collaborations long-term.

Karp agrees, saying "TST understands how we operate and specializes in our market, workers' comp, accommodating our very specialized needs." She added that when she calls for support, she is in touch with individuals with 10 – 20 years of workers' comp experience. "It's such an incredible advantage to have the people who create and support our systems have the knowledge and history in workers' comp. It really adds to our competitiveness." Karp attributes Builders Trust's exemplary service, and therefore remarkable retention rates (90 percent of all fund participants renew each year), largely to Tropics. She explains, "Tropics is the heart of our business. As an insurance provider, we rely on our system for everything -- accounting, billing, audits and managing claims. Because of the nature of our business, an efficient software system is critical to long-term success."

About Tropics Software Technologies

Tropics Software Technologies is a national software company specializing in workers' compensation systems. They provide integrated, web-enabled policy, claims and financial systems. TST offers a comprehensive set of configurable modules, based on a common foundation of automated work and document management, which boost business efficiency. For additional information, please call (888) 925-1234 or visit www.GoTropics.com.

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