

Service Provider of the Year

Mullis Newby Hurst

Insuring the industry



"Our business is all about relationships," says Sam Mullis, president of Mullis Newby Hurst, this year's Service Provider of the Year. "Most of our customers are based on long-term relationships. We look to be advisors for all kinds of insurance and surety issues, but we also go beyond that by reviewing contracts and financial statements and those kinds of things."

The company counts about 150 North Texas contractors, from general builders to heavy highway to specialty firms, as clients. Dedicated to serving only the construction industry, the firm believes that a contractor's insurance needs are different from other businesses, and works hard to understand the particular complexities and risks. Because of their experience in the industry, the Mullis Newby Hurst team can evaluate individual exposures and determine just what is needed. Tailored coverages from the insurance carriers who are the best fit is the result.

Mullis adds that his firm's basic mission is to "keep our customers updated on any changes that affect the industry." He points to the current "tight" surety market as a prime example. The ways in which they can be of service include: building a knowledgeable team of professionals, including CPAs, attorneys and bankers; maximizing a surety program with year-end financial planning; reviewing exposures, audits and claims history and recommending coverages; coordi-

nating insurance company loss control, claims and audit services and reviewing individual claims with adjusters; and reviewing contractor bid specifications for proper coverages, including all indemnity language.

As a bonding and insurance partner, the company feels it is their obligation to stay abreast of the trends and issues affecting the construction industry. To maintain a solid industry partnership, the Mullis Newby Hurst team stays active in QUOIN and other major industry associations and maintains an extensive network of accounting, banking and legal professionals.

In short, Sam Mullis says, "We try to be proactive as to what's going to affect our clients' businesses over the next six to 12 months." He points to two recent successes to illustrate the firm's commitment to the industry: Mullis Newby Hurst was heavily involved in the negotiations over the owner-controlled insurance program for the Dallas Independent School District and worked closely with QUOIN and other industry partners to ensure sovereign immunity for school builders was removed during the last legislative session.

On being recognized as a true partner of the industry, Sam Mullis concludes: "We were ecstatic to be selected for this award, and we so appreciate the recognition from our contractor friends. We're very glad to be as active as we can be in a great association like QUOIN, as it always helps us know what's going on in the industry."

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