

## WSS Announces Acquisition of Houston Surplus Lines

Western Security Surplus (WSS), part of the XPT Group, announces the acquisition of Houston Surplus Lines (HSL). This second acquisition demonstrates WSS's commitment to the strategic growth of its specialty insurance distribution business, and the geographic expansion of their ability to deliver the best products and services possible.

HSL is an excess and surplus lines general agency founded in 1994 and is currently managed by Barbara Partlow and Carol Gardner. HSL has long-standing binding authority contracts with some of the very best A rated surplus lines carriers, along with a solid list of brokerage markets for the harder to place risks.

Barbara Partlow, President of HSL detailed, "The opportunity to team with WSS and its operations in Plano, TX and California is something we're thrilled to share with our customers and carriers. Our inhouse underwriting experts will now be able to offer more resources including markets and products, giving our customers more solutions for their hard to place risks."

"We are excited to announce the addition of HSL to WSS. Since joining XPT Group, we have been very successful in expanding WSS on the West Coast. Adding a valuable partner like HSL demonstrates our commitment to expanding throughout Texas as well. The knowledge and responsiveness of Barbara's team make them a perfect complement to WSS while we mutually maintain our high level of service. This is another step in strengthening our position in one of the largest E&S marketplaces in the country," said Kyle Stevens, President and CEO of WSS.

This is also the seventh acquisition by XPT, specialty insurance distribution company, preceded by LP Risk, WSS, WE Love & Associates (WEL), SVA Underwriting (SVA), Klein & Costa (K&C) and Sierra Specialty (Sierra).

### About WSS

Since 1981, WSS has been providing retail brokers an increasing line of Commercial and Personal Lines products, with access to both admitted and non-admitted markets. Expanding value and expertise for clients has led to the acquisitions of Klein & Costa and Houston Surplus Lines and office expansions throughout California and Texas.

WSS is a proud member of the following trade associations: CIWA, WSIA, and TSLA. WSS is headquartered in Plano, TX with employees also located in California. [www.wssib.com](http://www.wssib.com)

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### **About XPT Group**

XPT is a specialty insurance distribution company formed through a partnership of highly-experienced management executives and an institutional investor who backs insurance distribution firms. XPT brings together underwriting and wholesale brokerage firms across many specialty lines through acquisitions and new product development. XPT stands apart by delivering expertise through a collaborative partnership culture. [www.xptspecialty.com](http://www.xptspecialty.com) Contact:

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