



**Texas Department
of Insurance**

**Quarterly Legislative Report
on Market Conditions**

*3rd Quarter
2001*

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The Texas Department of Insurance (TDI) publishes this report pursuant to *Texas Insurance Code* Article 5.13-2 Section 5 which requires that the TDI issue to the Governor, Lieutenant Governor, and Speaker of the House of Representatives a *Quarterly Legislative Report on Market Conditions* reflecting changes in losses, premiums, market share, and complaints for certain lines of insurance.

This report includes information on the following lines of insurance: General Liability, Commercial Fire & Allied Lines, Product Liability, Commercial Multiple Peril, Private Passenger Auto, Homeowners Multiple Peril, Workers' Compensation, Boiler & Machinery, Commercial Crime, Commercial Glass, Medical Professional Liability, and Miscellaneous Professional Liability.

Data were reported for each calendar year quarter. *The Quarterly Legislative Report on Market Conditions* exhibits market share based on the sum of the most recent four quarters as well as the percent change from the four quarters ending one year prior. In addition, the report provides a comparison of the current quarter with the same quarter one year prior.

Terms

Number of Policies Written: Each insurance company reported the number of Texas new and renewal policies issued during the quarter. The policies were adjusted to an annual basis. For example, a six month policy was reported as 0.5 policies.

Premiums on Policies Written: This report captures the Texas portion of direct premiums written in the designated quarter without adjustments for cancellations or endorsements and, therefore, it may not match the written premiums figures in the statutory Annual Statement.

Direct Written Premium: Written premium is the Texas portion of the statutory Annual Statement report of written premiums.

Direct Losses Paid: Direct losses paid represent payments made during the quarter regardless of when the policy was written or when the accident occurred. Loss adjustment expenses (LAE) are not included.

Earned to Incurred Loss Ratio: This loss ratio is developed by dividing direct incurred losses by earned premiums. Both figures come from the statutory Annual Statement. Loss adjustment expenses (LAE) are not included.

Number of Groups: Companies that are owned/controlled by one entity are considered a group. Unaffiliated companies are those that are not associated with any other insurance company. The number of groups referred to in this report is the number of groups plus the number of unaffiliated companies.

Market Share: This figure represents an insurer's share, expressed as a percentage, of the industry total for premiums written for the sum of the most recent four quarters.

Products and Completed Operations Insurance or **Product Liability** provides coverage for a manufacturer or contractor for claims after a manufactured product has been sold and/or a claim results from an operation which the manufacturer has completed. Products Liability also includes coverage for a contractor's or manufacturer's liability for injuries or property damage suffered by third parties as the result of the contractor or manufacturer completing an operation.

General Liability provides coverage for an insured when negligent acts and/or omissions result in bodily injury and/or property damage on the premises of a business or when someone is injured in the general operation of a business.

Commercial Fire & Allied Lines has two coverages - Standard Fire Policy and Extended Coverage Endorsements for businesses. A Standard Fire Policy insures commercial properties against fire and lightning. The Extended Coverage Endorsement covers numerous direct and indirect risks such as windstorm, hail, explosions, smoke damage, vandalism, and water damage.

Commercial Multiple Peril policies generally provide coverage for businesses in four areas: property; liability; crime; and boiler and machinery.

Private Passenger Auto coverages include liability, PIP, uninsured motorist and physical damage. This report separates experience into rate-regulated and non-rate-regulated (County Mutual) companies.

Homeowners Multiple Peril provides coverage against the insured's property being destroyed or damaged by various perils and coverage for liability exposure of the insured. This report separates experience into rate-regulated and non-rate-regulated (Lloyds and Reciprocal) companies.

Workers' Compensation offers coverage providing four types of benefits (medical care, death, disability, rehabilitation) for employee job-related injuries or diseases as a matter of right (without regard to fault.)

Lines of Insurance

Boiler & Machinery provides protection against the sudden and accidental breakdown or explosion of boilers, machinery, and electrical equipment. Coverage is provided on damage to the equipment, expediting expenses, damage to the property of others and can be extended to cover losses resulting from the interruption of business.

Commercial Crime provides coverage against loss of property caused by burglary, theft, and/or employee dishonesty. This may include losses inside or outside the premises, losses from counterfeit paper currency, and depositors forgery.

Commercial Glass provides coverage on commercial plate glass, lettering, frames and ornamentation.

Medical Professional Liability provides insurance against losses due to claims for damages alleging malpractice by physicians, surgeons, hospitals or other health care providers in the exercise of their professions.

Miscellaneous Professional Liability provides insurance on professional practitioners that will defend suits instituted against them for malpractice or errors and omissions and/or pay any damages, subject to policy limits. In compliance with applicable statutes, the following have been excluded from miscellaneous professional liability: architects, beauticians/barbers, lawyers, medical laboratory personnel, psychologists, real estate agents, surveyors, and x-ray lab personnel.

Summary of Four Quarters

CUMULATIVE TOTALS FOR FOUR QUARTERS ENDING SEPTEMBER 2001

	Number Of Groups/Companies	Number Of Policies Written	Premiums On Policies Written	Direct Written Premiums	Direct Losses Paid
PRODUCT LIABILITY	68 / 185	38,298	\$106,443,513	\$93,561,757	\$89,715,762
GENERAL LIABILITY - OTHER	135 / 348	797,049 ⁺	\$1,055,011,482	\$1,317,161,482	\$925,270,692
COMMERCIAL FIRE & ALLIED	77 / 204	177,651	\$382,119,337	\$401,403,964	\$458,258,436
COMMERCIAL MULTIPLE PERIL	92 / 252	307,927	\$1,047,107,791	\$1,119,479,062	\$818,259,203
PRIVATE PASSENGER AUTO					
VOLUNTARY (VOL) LIABILITY	73 / 222	11,487,033	\$5,480,606,350	\$5,059,501,551	\$3,746,767,486
ASSIGNED RISK LIABILITY	20 / 21	57,215	\$29,486,261	\$21,521,243	\$18,8752,170
PHYSICAL DAMAGE	71 / 214	8,532,329	\$4,141,741,386	\$3,842,388,379	\$3,291,357,103
TOTAL PPA	75 / 228	20,076,577 ⁺⁺	\$9,651,833,997	\$8,923,411,173	\$7,056,896,759
HOMEOWNERS MULTIPLE PERIL	64 / 132	4,060,770	\$3,323,336,717	\$3,112,037,250	\$2,600,613,771
WORKERS' COMPENSATION					
VOL PREMIUMS < \$5,000		98,225	\$165,546,270	**	**
VOL PREMIUMS \$5,000 - \$100,000		52,504	\$1,015,981,680	**	**
VOL PREMIUMS > \$100,000		4,192	\$1,230,413,004	**	**
TOTAL VOLUNTARY	102 / 268	154,921	\$2,411,940,954	\$2,276,684,183	\$1,527,523,779
RESIDUAL MARKET ^{***}	1 / 1	705	\$33,214,412	\$29,934,685	\$39,015,583
TOTAL WC	102 / 268	155,626	\$2,445,155,366	\$2,306,618,868	\$1,566,539,362
BOILER & MACHINERY	35 / 89	15,176	\$42,939,561	\$51,460,756	\$28,564,240
COMMERCIAL CRIME	41 / 80	10,185	\$10,484,272	\$8,957,107	\$765,383
COMMERCIAL GLASS	18 / 33	1,184	\$458,784	\$338,137	\$47,896
PROFESSIONAL LIABILITY	32 / 56	52,333	\$350,805,160	\$371,448,688	\$353,659,392
MISC. PROFESSIONAL LIABILITY	33 / 73	32,983	\$127,449,060	\$162,905,863	\$77,625,865

⁺ The General Electric Group wrote 79,181 small premium pre-paid legal policies that were excluded from the above table.

⁺⁺ Policies that included both Voluntary Liability and Physical Damage coverage reported a policy in each category.

^{**} Companies were not required to report the Direct Losses Paid by policy size.

^{***} Policies reported in this category were written under the START program by the Texas Mutual Insurance Company.

NUMBER OF GROUPS / COMPANIES WRITING POLICIES PER QUARTER

Line of Business	First Quarter		Second Quarter		Third Quarter		Fourth Quarter	
	2000	2001	2000	2001	2000	2001	2000	2001
Product Liability	61 / 152	63 / 162	61 / 155	62 / 153	62 / 154	63 / 139	63 / 160	- / -
General Liability	128 / 302	133 / 312	130 / 313	135 / 318	124 / 311	128 / 306	127 / 313	- / -
Commercial Fire & Allied	72 / 176	79 / 185	73 / 184	76 / 190	75 / 189	73 / 173	75 / 192	- / -
Commercial Multiple Peril	88 / 225	89 / 233	89 / 231	85 / 226	93 / 236	82 / 218	90 / 235	- / -
Private Passenger Auto	71 / 211	76 / 211	74 / 209	75 / 206	76 / 209	74 / 204	76 / 209	- / -
Homeowners Multiple Peril	58 / 114	62 / 111	58 / 116	62 / 106	58 / 111	61 / 105	64 / 116	- / -
Workers' Compensation	94 / 250	98 / 247	97 / 248	94 / 242	97 / 247	93 / 241	96 / 247	- / -
Boiler & Machinery	32 / 71	33 / 73	31 / 76	29 / 72	31 / 75	32 / 68	33 / 77	- / -
Commercial Crime	35 / 66	39 / 77	37 / 70	40 / 68	37 / 73	37 / 65	40 / 78	- / -
Commercial Glass	22 / 37	22 / 35	18 / 29	19 / 29	20 / 38	18 / 29	19 / 34	- / -
Medical Professional Liability	36 / 51	32 / 50	34 / 53	33 / 49	34 / 55	30 / 45	34 / 49	- / -
Misc. Professional Liability	36 / 73	36 / 75	38 / 81	34 / 73	36 / 77	31 / 71	34 / 71	- / -

Product Liability

There were 68 groups, 185 companies, that had direct written premium for Product Liability in the third quarter of 2001, as compared to 65 groups, 185 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRODUCT LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Zurich American Insurance Group	13.35%	\$6,483,776	216.51%	\$12,485,883	80.21%
2	American Financial Insurance Group	10.95%	\$2,814,178	3.73%	\$10,242,923	74.20%
3	St. Paul Group	9.99%	\$2,807,075	32.84%	\$9,344,973	14.49%
4	Liberty Mutual Insurance Group	6.99%	\$1,633,419	(13.72%)	\$6,539,342	18.69%
5	Lumbermans Mutual Casualty Group	6.83%	\$897,511	(33.90%)	\$6,394,360	105.96%
6	Chubb & Son Inc.	5.30%	\$1,035,815	(8.68%)	\$4,956,837	0.77%
7	National American Insurance Company	4.76%	\$1,164,914	(26.02%)	\$4,455,183	(5.92%)
8	Hartford Fire & Casualty Group	4.10%	\$882,623	12.60%	\$3,833,447	71.82%
9	Allianz Insurance Group	3.57%	\$495,828	(50.90%)	\$3,341,463	55.37%
10	Sentry Insurance Group	3.45%	\$729,610	66.17%	\$3,226,945	71.52%
11	Federated Mutual Group	3.36%	\$799,219	30.93%	\$3,146,205	26.95%
12	Medmark Insurance Group	2.27%	\$832,793	35.48%	\$2,126,697	35.66%
13	United Fire & Casualty Group	2.25%	\$639,135	2.06%	\$2,105,082	42.81%
14	Fairfax Financial	2.18%	\$605,291	(8.93%)	\$2,037,460	(41.06%)
15	ACE USA	2.13%	\$663,544	16.83%	\$1,989,064	(64.83%)
16	UNITRIN Inc.	1.72%	\$485,467	9.42%	\$1,605,117	(0.17%)
17	Old Republic Group	1.71%	\$296,606	8.90%	\$1,601,037	109.00%
18	Winterthur U.S. Holding Group	1.48%	\$81,428	(48.21%)	\$1,387,225	(20.29%)
19	Royal & Sun Alliance USA	1.45%	\$106,971	(75.13%)	\$1,352,249	(8.45%)
20	Citigroup	1.28%	\$438,996	(5.74%)	\$1,193,426	46.78%
21	Texas State National Group	1.26%	\$305,748	*	\$1,180,492	*
22	Dallas Fire Insurance Company	1.10%	\$323,124	51.97%	\$1,031,248	32.11%
23	EMC Insurance Companies	1.07%	\$219,761	(28.11%)	\$1,003,687	15.24%
24	Central Mutual Insurance Co. of Ohio	1.04%	\$230,794	15.37%	\$968,890	11.05%
25	Indiana Lumbermens Group	0.89%	\$173,080	36.68%	\$836,559	30.12%

Top 25 Groups Total	94.47%	\$25,146,706	21.10%	\$88,385,794	26.71%
Total Market	100.00%	\$24,375,877	24.34%	\$93,561,757	21.69%

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$19,424,296	\$22,075,380	\$14,044,152
4th qtr 1996	\$19,414,599	\$20,544,777	\$26,084,042
1st qtr 1997	\$24,110,801	\$26,744,882	\$21,241,495
2nd qtr 1997	\$26,219,023	\$24,735,908	\$13,692,581
3rd qtr 1997	\$24,250,597	\$23,072,180	\$13,786,634
4th qtr 1997	\$28,665,155	\$23,792,071	\$25,384,125
1st qtr 1998	\$30,305,951	\$31,150,080	\$12,516,980
2nd qtr 1998	\$22,772,526	\$24,229,677	\$16,493,164
3rd qtr 1998	\$18,370,183	\$12,259,609	\$29,891,014
4th qtr 1998	\$17,829,084	\$18,806,453	\$24,506,989
1st qtr 1999	\$19,542,821	\$19,151,191	\$16,999,724
2nd qtr 1999	\$21,001,448	\$18,282,562	\$25,948,053
3rd qtr 1999	\$17,001,577	\$16,077,300	\$17,020,093
4th qtr 1999	\$16,676,696	\$14,939,147	\$42,175,911
1st qtr 2000	\$21,631,763	\$20,070,742	\$29,175,725
2nd qtr 2000	\$24,863,722	\$22,270,834	\$36,375,856
3rd qtr 2000	\$23,008,942	\$19,604,388	\$17,808,941
4th qtr 2000	\$22,090,031	\$19,147,733	\$22,275,731
1st qtr 2001	\$29,343,820	\$22,864,433	\$23,129,516
2nd qtr 2001	\$25,979,661	\$27,173,714	\$18,457,397
3rd qtr 2001	\$29,030,001	\$24,375,877	\$25,853,118

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

Year	Loss Ratio
1989	65.9%
1990	93.6%
1991	83.2%
1992	122.7%
1993	164.5%
1994	152.1%
1995	113.4%
1996	178.0%
1997	60.4%
1998	90.4%
1999	68.3%
2000	104.4%

General Liability

There were 135 groups, 348 companies, that had direct written premium for General Liability in the third quarter of 2001, as compared to 137 groups, 347 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR GENERAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	American International Group	23.44%	\$43,964,250	(25.12%)	\$308,720,001	65.77%
2	Zurich American Insurance Group	7.07%	\$18,856,648	4.32%	\$93,103,335	40.41%
3	ACE USA	6.31%	\$1,134,624	(81.51%)	\$83,097,981	137.08%
4	American Financial Insurance Group	4.58%	\$12,081,948	26.35%	\$60,321,974	39.35%
5	Lumbermans Mutual Casualty Group	4.06%	\$7,188,463	70.38%	\$53,445,937	93.39%
6	Citigroup	4.05%	\$10,328,238	(17.41%)	\$53,399,323	25.02%
7	CNA Insurance Group	3.46%	\$12,135,947	20.26%	\$45,562,625	(15.02%)
8	St. Paul Group	3.34%	\$10,578,936	179.87%	\$44,014,280	25.24%
9	Hartford Fire & Casualty Group	3.14%	\$6,019,965	(3.50%)	\$41,321,608	116.42%
10	Liberty Mutual Insurance Group	2.80%	\$9,867,060	15.86%	\$36,890,797	9.52%
11	Allianz Insurance Group	2.77%	\$10,012,687	6.11%	\$36,510,387	30.87%
12	Royal & Sun Alliance USA	2.77%	\$5,817,340	(26.30%)	\$36,480,260	19.35%
13	Chubb & Son Inc.	2.67%	\$9,697,110	41.64%	\$35,182,141	24.87%
14	Fairfax Financial	1.83%	\$6,099,694	1.70%	\$24,110,241	9.82%
15	State Farm Group	1.66%	\$6,508,740	1.75%	\$21,820,701	(11.12%)
16	UNITRIN Inc.	1.57%	\$5,884,624	15.17%	\$20,659,653	3.93%
17	National American Insurance Company	1.19%	\$3,825,579	(30.94%)	\$15,738,052	(12.74%)
18	Texas Lawyers Insurance Exchange	1.12%	\$4,840,040	(7.07%)	\$14,715,313	3.50%
19	XL America	1.10%	\$2,519,328	(53.41%)	\$14,433,511	75.58%
20	Old Republic Group	1.04%	\$3,312,690	28.94%	\$13,736,383	35.59%
21	Winterthur U.S. Holding Group	0.97%	\$3,504,618	(15.55%)	\$12,726,543	10.04%
22	Federated Mutual Group	0.92%	\$2,817,193	24.38%	\$12,142,107	40.31%
23	EMC Insurance Companies	0.92%	\$2,908,718	5.76%	\$12,136,817	24.23%
24	Safeco Insurance Group	0.88%	\$2,742,809	3.56%	\$11,529,478	2.57%
25	United Fire & Casualty Group	0.85%	\$2,953,276	(6.81%)	\$11,257,192	33.20%
Top 25 Groups Total		84.50%	\$205,600,525	(3.57%)	\$1,113,056,640	39.82%
Total Market		100.00%	\$255,654,667	1.01%	\$1,317,161,482	33.59%

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$209,186,262	\$264,844,763	\$278,472,876
4th qtr 1996	\$210,026,932	\$254,144,903	\$173,801,943
1st qtr 1997	\$170,973,798	\$198,324,982	\$148,062,249
2nd qtr 1997	\$216,202,142	\$195,305,092	\$131,353,273
3rd qtr 1997	\$249,568,281	\$253,887,370	\$166,148,627
4th qtr 1997	\$239,217,274	\$232,936,693	\$154,278,350
1st qtr 1998	\$210,915,913	\$202,459,275	\$144,243,276
2nd qtr 1998	\$284,842,750	\$270,114,359	\$160,084,077
3rd qtr 1998	\$242,297,791	\$290,698,189	\$169,439,120
4th qtr 1998	\$218,876,381	\$201,348,307	\$168,009,779
1st qtr 1999	\$198,897,883	\$208,534,860	\$186,662,320
2nd qtr 1999	\$189,418,170	\$241,953,257	\$165,005,082
3rd qtr 1999	\$198,994,737	\$326,261,926	\$204,622,227
4th qtr 1999	\$302,336,709	\$235,083,506	\$195,064,133
1st qtr 2000	\$197,334,268	\$265,422,016	\$149,145,225
2nd qtr 2000	\$216,413,256	\$232,382,943	\$207,287,930
3rd qtr 2000	\$236,439,379	\$253,095,910	\$139,279,827
4th qtr 2000	\$256,405,425	\$404,183,305	\$277,383,640
1st qtr 2001	\$258,289,685	\$285,278,412	\$278,668,472
2nd qtr 2001	\$317,165,148	\$372,045,098	\$174,436,719
3rd qtr 2001	\$223,151,224	\$255,654,667	\$194,781,861

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	77.6%
1990	89.2%
1991	91.3%
1992	102.9%
1993	102.8%
1994	64.8%
1995	96.7%
1996	99.0%
1997	51.8%
1998	58.6%
1999	63.8%
2000	74.1%

Commercial Fire & Allied

There were 77 groups, 204 companies, that had direct written premium for Commercial Fire & Allied in the third quarter of 2001, as compared to 77 groups, 218 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL FIRE & ALLIED

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Allendale Group	14.71%	\$15,431,656	23.27%	\$59,051,755	48.87%
2	Citigroup	13.86%	\$13,137,730	5.91%	\$55,633,427	29.33%
3	Allianz Insurance Group	7.41%	\$6,289,957	29.83%	\$29,731,461	23.84%
4	Zurich American Insurance Group	6.05%	\$5,746,842	(6.02%)	\$24,266,475	9.11%
5	UNITRIN Inc.	4.67%	\$4,917,161	12.51%	\$18,749,976	8.04%
6	St. Paul Group	4.50%	\$4,933,376	39.95%	\$18,066,004	34.99%
7	Texas Windstorm Insurance Association	4.37%	\$5,838,967	23.82%	\$17,546,956	(5.67%)
8	General Electric Group	4.22%	\$1,898,214	*	\$16,922,150	*
9	Royal & Sun Alliance USA	4.09%	\$4,959,613	(5.94%)	\$16,399,457	11.24%
10	CNA Insurance Group	3.74%	\$4,284,291	25.08%	\$15,003,146	10.23%
11	American International Group	2.97%	\$3,191,264	87.59%	\$11,928,742	67.58%
12	United Fire & Casualty Group	2.33%	\$2,504,873	33.00%	\$9,363,131	79.35%
13	Liberty Mutual Insurance Group	2.18%	(\$90,061)	(105.75%)	\$8,750,760	15.68%
14	Hartford Fire & Casualty Group	1.89%	\$3,453,308	128.47%	\$7,601,908	268.05%
15	Federated Mutual Group	1.74%	\$1,904,590	18.19%	\$6,964,950	19.45%
16	ACE USA	1.70%	\$2,022,252	106.98%	\$6,824,703	95.85%
17	Safeco Insurance Group	1.67%	\$1,662,275	(8.58%)	\$6,689,068	(2.68%)
18	Winterthur U.S. Holding Group	1.46%	\$1,116,888	5.25%	\$5,860,242	81.32%
19	EMC Insurance Companies	1.24%	\$1,287,396	7.95%	\$4,976,152	24.34%
20	Fairfax Financial	1.24%	\$1,750,145	818.57%	\$4,967,132	872.75%
21	State Farm Group	1.21%	\$1,200,216	(7.09%)	\$4,852,603	(3.05%)
22	American Financial Insurance Group	1.18%	\$421,116	55.52%	\$4,745,811	20.73%
23	Sentry Insurance Group	1.09%	\$951,514	16.85%	\$4,386,805	38.36%
24	Texas Farm Bureau Mutual	0.98%	\$1,090,048	17.76%	\$3,938,070	(0.97%)
25	Midland-Guardian Group	0.73%	\$983,342	55.15%	\$2,911,782	11.15%

Top 25 Groups Total	91.21%	\$90,886,973	21.73%	\$366,132,666	34.67%
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Total Market	100.00%	\$98,295,960	15.30%	\$401,403,964	29.72%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$78,756,443	\$89,232,789	\$54,245,819
4th qtr 1996	\$79,498,023	\$84,401,758	\$54,816,796
1st qtr 1997	\$67,972,488	\$66,968,427	\$41,973,100
2nd qtr 1997	\$94,878,881	\$84,964,287	\$44,346,429
3rd qtr 1997	\$93,203,794	\$82,379,493	\$38,505,580
4th qtr 1997	\$107,617,754	\$91,328,917	\$38,357,499
1st qtr 1998	\$68,907,273	\$66,601,703	\$35,359,774
2nd qtr 1998	\$74,389,829	\$76,974,177	\$49,081,540
3rd qtr 1998	\$77,094,976	\$79,063,229	\$42,188,779
4th qtr 1998	\$70,381,513	\$67,742,113	\$39,909,630
1st qtr 1999	\$71,320,972	\$68,350,829	\$33,802,576
2nd qtr 1999	\$77,274,152	\$78,487,919	\$39,140,917
3rd qtr 1999	\$70,060,718	\$74,379,518	\$54,354,899
4th qtr 1999	\$73,126,681	\$77,149,382	\$82,832,214
1st qtr 2000	\$60,367,305	\$65,714,031	\$30,457,236
2nd qtr 2000	\$72,570,831	\$81,310,228	\$73,567,014
3rd qtr 2000	\$80,712,117	\$85,253,815	\$59,757,514
4th qtr 2000	\$98,236,961	\$109,394,459	\$113,958,620
1st qtr 2001	\$92,888,275	\$92,590,445	\$41,685,079
2nd qtr 2001	\$98,132,757	\$101,123,100	\$58,381,689
3rd qtr 2001	\$92,861,344	\$98,295,960	\$244,233,048

EARNED TO INCURRED LOSS RATIO BY YEAR

**Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium
(includes personal Fire & Allied lines)**

<u>Year</u>	<u>Loss Ratio</u>
1989	130.7%
1990	106.1%
1991	67.1%
1992	84.3%
1993	58.4%
1994	69.6%
1995	97.1%
1996	49.9%
1997	38.3%
1998	57.4%
1999	53.1%
2000	81.9%

Commercial Multiple Peril

There were 92 groups, 252 companies, that had direct written premium for Commercial Multiple Peril in the third quarter of 2001, as compared to 94 groups, 250 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Zurich American Insurance Group	12.98%	\$40,250,725	40.73%	\$145,354,278	36.60%
2	Citigroup	10.00%	\$29,637,105	(5.13%)	\$111,932,915	3.72%
3	CNA Insurance Group	9.46%	\$28,590,996	24.61%	\$105,942,931	16.58%
4	Hartford Fire & Casualty Group	6.07%	\$17,319,470	(39.74%)	\$67,953,731	9.21%
5	State Farm Group	4.98%	\$15,308,473	23.11%	\$55,792,716	6.72%
6	Commercial Union Insurance Co's.	4.78%	\$10,053,515	(45.14%)	\$53,554,668	(26.45%)
7	Chubb & Son Inc.	4.02%	\$12,534,007	39.20%	\$44,981,422	34.65%
8	Safeco Insurance Group	3.93%	\$11,169,625	4.45%	\$44,040,592	3.96%
9	Allianz Insurance Group	3.49%	\$8,900,649	17.13%	\$39,038,977	37.18%
10	Liberty Mutual Insurance Group	2.47%	\$10,690,529	373.79%	\$27,612,036	79.32%
11	Winterthur U.S. Holding Group	2.40%	\$7,714,566	52.16%	\$26,911,507	72.68%
12	Lumbermans Mutual Casualty Group	2.24%	\$5,911,208	(4.28%)	\$25,062,073	(7.51%)
13	Allstate Insurance Group	1.99%	\$5,772,124	8.15%	\$22,310,860	11.18%
14	St. Paul Group	1.88%	\$4,271,566	19.22%	\$21,047,690	38.88%
15	Old Republic Group	1.86%	\$5,664,753	29.90%	\$20,813,696	23.26%
16	Church Mutual Insurance Company	1.72%	\$4,406,364	11.06%	\$19,210,880	6.24%
17	Guidant Insurance Group	1.70%	\$4,554,969	19.18%	\$19,077,557	21.18%
18	W. R. Berkley Corporation	1.59%	\$4,647,652	16.48%	\$17,809,415	13.75%
19	Royal & Sun Alliance USA	1.51%	\$1,121,115	(63.36%)	\$16,889,399	3.02%
20	Fairfax Financial	1.43%	\$3,139,077	(50.68%)	\$16,052,929	(16.29%)
21	Ohio Casualty Group	1.40%	\$3,653,324	11.32%	\$15,618,173	17.46%
22	General Electric Group	1.39%	\$4,315,170	29.53%	\$15,571,021	22.91%
23	Atlantic Companies	1.17%	\$3,049,671	34.64%	\$13,114,147	22.58%
24	Central Mutual Insurance Co. of Ohio	1.16%	\$3,106,966	1.54%	\$12,947,805	15.13%
25	Transport Holdings Inc.	1.09%	\$1,681,225	(37.91%)	\$12,170,820	45.56%
Top 25 Groups Total		86.72%	\$247,464,844	6.57%	\$970,812,238	14.45%
Total Market		100.00%	\$288,677,277	8.18%	\$1,119,479,062	13.55%

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$219,366,065	\$237,222,314	\$164,569,429
4th qtr 1996	\$223,598,956	\$241,571,163	\$149,166,884
1st qtr 1997	\$214,127,261	\$223,686,375	\$106,833,793
2nd qtr 1997	\$244,652,674	\$240,735,128	\$122,586,328
3rd qtr 1997	\$248,380,424	\$217,959,546	\$118,272,489
4th qtr 1997	\$264,003,023	\$227,796,168	\$122,000,210
1st qtr 1998	\$222,600,898	\$231,461,613	\$118,739,450
2nd qtr 1998	\$223,828,260	\$239,364,858	\$137,485,345
3rd qtr 1998	\$222,287,379	\$233,466,396	\$127,403,913
4th qtr 1998	\$222,420,875	\$235,980,204	\$125,083,469
1st qtr 1999	\$215,552,459	\$229,247,463	\$118,479,566
2nd qtr 1999	\$216,168,054	\$227,464,958	\$169,300,495
3rd qtr 1999	\$218,128,260	\$226,721,250	\$147,914,389
4th qtr 1999	\$223,556,331	\$241,176,043	\$147,201,261
1st qtr 2000	\$221,592,156	\$238,501,246	\$141,927,253
2nd qtr 2000	\$234,589,678	\$239,375,265	\$214,498,664
3rd qtr 2000	\$231,760,927	\$266,860,771	\$201,776,374
4th qtr 2000	\$258,005,253	\$269,671,752	\$203,011,991
1st qtr 2001	\$257,168,978	\$276,936,200	\$173,769,412
2nd qtr 2001	\$259,340,846	\$284,193,833	\$194,191,470
3rd qtr 2001	\$272,592,714	\$288,677,277	\$247,286,330

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	100.1%
1990	81.1%
1991	75.3%
1992	88.4%
1993	77.8%
1994	61.8%
1995	97.5%
1996	59.0%
1997	54.1%
1998	51.2%
1999	67.1%
2000	89.8%

Private Passenger Auto (All Companies, All Coverages)

There were 75 groups, 228 companies, that had direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 76 groups, 224 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	22.83%	\$575,470,422	10.61%	\$2,036,912,464	1.31%
2	Allstate Insurance Group	16.93%	\$403,542,310	10.99%	\$1,510,486,863	10.21%
3	Zurich American Insurance Group	13.16%	\$316,893,063	11.30%	\$1,174,317,724	9.15%
4	USAA Group	6.38%	\$158,321,066	15.49%	\$569,495,001	12.63%
5	Progressive Group	5.25%	\$129,883,653	8.16%	\$468,044,358	(3.45%)
6	Nationwide Corporation	3.92%	\$95,155,293	9.17%	\$349,399,038	16.28%
7	Berkshire-Hathaway (GEICO)	3.65%	\$83,344,035	(1.24%)	\$325,349,668	8.62%
8	Texas State National Group	2.64%	\$82,087,228	16.73%	\$235,649,228	(13.14%)
9	Southern Farm Bureau Casualty	2.54%	\$61,079,013	12.59%	\$227,020,973	8.20%
10	Home State County Mutual Ins. Co.	2.46%	\$52,842,719	(0.47%)	\$219,295,718	3.59%
11	Old American County Mutual Fire Ins. Co.	1.99%	\$45,527,722	20.88%	\$177,228,389	29.98%
12	UNITRIN Inc.	1.91%	\$46,758,169	25.54%	\$170,507,805	33.24%
13	Citigroup	1.64%	\$42,056,978	15.37%	\$146,631,245	7.10%
14	Safeco Insurance Group	1.22%	\$28,051,339	2.15%	\$108,651,038	(1.11%)
15	Hartford Fire & Casualty Group	1.00%	\$24,538,078	9.27%	\$89,246,635	10.93%
16	Liberty Mutual Insurance Group	0.86%	\$22,656,989	19.03%	\$76,375,016	15.70%
17	Winterthur U.S. Holding Group	0.80%	\$21,500,979	40.47%	\$71,595,608	23.94%
18	Sentry Insurance Group	0.72%	\$16,281,515	12.47%	\$64,050,575	7.21%
19	Titus Group	0.70%	\$12,944,817	(47.38%)	\$62,294,323	(54.25%)
20	American National Financial Group	0.65%	\$18,974,311	57.07%	\$57,929,556	30.45%
21	CNA Insurance Group	0.64%	\$14,795,506	(17.86%)	\$56,964,828	(6.37%)
22	Safeway Insurance Group	0.57%	\$15,077,981	61.17%	\$51,115,080	72.58%
23	Prudential of America Group	0.56%	\$13,037,094	28.09%	\$49,532,265	40.90%
24	Metropolitan Group	0.54%	\$13,383,461	24.04%	\$48,265,448	27.33%
25	Germania Insurance Group	0.48%	\$12,665,989	23.42%	\$42,547,387	19.84%

Top 25 Groups Total	94.01%	\$2,306,869,730	10.89%	\$8,388,906,233	6.26%
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Total Market	100.00%	\$2,442,719,714	10.18%	\$8,923,411,173	5.85%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$2,175,273,732	\$1,998,392,730	\$1,242,758,476
4th qtr 1996	\$2,171,800,420	\$1,988,099,964	\$1,357,470,066
1st qtr 1997	\$2,320,472,483	\$2,143,815,272	\$1,228,828,688
2nd qtr 1997	\$2,225,618,471	\$2,056,440,290	\$1,277,845,763
3rd qtr 1997	\$2,311,406,256	\$2,118,990,242	\$1,266,342,373
4th qtr 1997	\$2,216,786,301	\$1,968,187,976	\$1,234,058,511
1st qtr 1998	\$2,367,289,515	\$2,213,506,518	\$1,278,521,972
2nd qtr 1998	\$2,180,640,043	\$2,019,446,805	\$1,275,568,012
3rd qtr 1998	\$2,318,019,920	\$2,124,228,337	\$1,273,942,149
4th qtr 1998	\$2,151,157,497	\$1,983,338,736	\$1,389,965,891
1st qtr 1999	\$2,320,518,475	\$2,136,424,353	\$1,327,541,349
2nd qtr 1999	\$2,188,958,364	\$2,028,787,943	\$1,436,070,422
3rd qtr 1999	\$2,310,778,314	\$2,108,258,416	\$1,406,017,588
4th qtr 1999	\$2,182,308,863	\$1,984,324,294	\$1,440,876,134
1st qtr 2000	\$2,287,114,585	\$2,161,022,529	\$1,516,565,809
2nd qtr 2000	\$2,214,040,576	\$2,067,800,565	\$1,727,433,045
3rd qtr 2000	\$2,346,352,009	\$2,217,093,042	\$1,446,692,136
4th qtr 2000	\$2,133,476,469	\$1,926,579,984	\$1,649,277,676
1st qtr 2001	\$2,497,354,041	\$2,331,772,374	\$1,630,150,930
2nd qtr 2001	\$2,399,478,651	\$2,222,339,101	\$1,771,311,543
3rd qtr 2001	\$2,621,524,836	\$2,442,719,714	\$2,006,156,610

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	81.1%
1990	82.4%
1991	74.8%
1992	72.8%
1993	70.0%
1994	70.9%
1995	72.3%
1996	62.9%
1997	58.7%
1998	60.8%
1999	66.6%
2000	74.9%

Private Passenger Auto (All Rate-Regulated Companies)

There were 67 groups, 205 rate-regulated companies, that had direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 69 groups, 201 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	30.34%	\$559,496,633	9.92%	\$1,985,124,203	0.88%
2	Allstate Insurance Group	17.92%	\$300,409,357	4.95%	\$1,172,425,168	10.83%
3	Zurich American Insurance Group	14.71%	\$238,281,310	(7.04%)	\$962,774,276	(1.86%)
4	USAA Group	7.61%	\$136,604,567	10.84%	\$498,052,831	9.89%
5	Berkshire-Hathaway (GEICO)	4.97%	\$83,344,035	(1.24%)	\$325,349,668	8.62%
6	Nationwide Corporation	3.59%	\$62,981,906	15.48%	\$235,105,273	17.31%
7	Southern Farm Bureau Casualty	3.35%	\$58,824,434	12.30%	\$219,393,221	8.99%
8	Citigroup	2.24%	\$42,056,978	15.37%	\$146,631,245	7.10%
9	Safeco Insurance Group	1.66%	\$28,051,339	2.15%	\$108,651,038	(1.11%)
10	Hartford Fire & Casualty Group	1.36%	\$24,538,078	9.27%	\$89,246,635	10.93%
11	UNITRIN Inc.	1.20%	\$23,919,210	24.83%	\$78,188,243	8.11%
12	Liberty Mutual Insurance Group	1.17%	\$22,656,989	19.03%	\$76,375,016	15.70%
13	CNA Insurance Group	0.87%	\$14,795,506	(17.86%)	\$56,964,828	(6.37%)
14	Prudential of America Group	0.76%	\$13,037,094	28.09%	\$49,532,265	40.90%
15	Metropolitan Group	0.74%	\$13,383,461	24.04%	\$48,265,448	27.33%
16	Germania Insurance Group	0.65%	\$12,665,989	23.42%	\$42,547,387	19.84%
17	American National Financial Group	0.60%	\$9,489,015	(0.63%)	\$39,393,702	9.06%
18	Amica Mutual Group	0.53%	\$10,528,445	1.59%	\$34,457,105	1.00%
19	Beacon Insurance Group	0.46%	\$8,130,497	18.02%	\$30,244,575	22.59%
20	Texas Farm Bureau Mutual	0.45%	\$7,690,522	(1.21%)	\$29,750,384	(2.73%)
21	Chubb & Son Inc.	0.43%	\$8,038,921	28.25%	\$28,033,430	30.86%
22	Agricultural Workers Insurance Group	0.42%	\$8,021,670	1.49%	\$27,475,834	1.95%
23	American International Group	0.36%	\$6,017,422	(20.04%)	\$23,607,887	(6.26%)
24	Hochheim Prairie Group	0.35%	\$5,786,378	15.66%	\$22,707,492	24.74%
25	Horace Mann Group	0.32%	\$5,443,734	0.13%	\$21,157,686	(4.55%)

Top 25 Groups Total	97.08%	\$1,704,193,490	6.07%	\$6,351,454,840	5.23%
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Total Market	100.00%	\$1,753,163,404	5.94%	\$6,542,815,749	4.97%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$1,542,622,784	\$1,435,090,680	\$940,246,766
4th qtr 1996	\$1,536,582,495	\$1,434,728,468	\$1,035,748,512
1st qtr 1997	\$1,607,138,755	\$1,520,439,964	\$905,825,081
2nd qtr 1997	\$1,521,416,968	\$1,443,576,180	\$924,094,108
3rd qtr 1997	\$1,574,395,365	\$1,486,649,228	\$918,988,749
4th qtr 1997	\$1,512,331,077	\$1,415,163,554	\$901,766,944
1st qtr 1998	\$1,634,669,231	\$1,557,486,104	\$920,931,252
2nd qtr 1998	\$1,505,509,505	\$1,438,660,117	\$923,619,770
3rd qtr 1998	\$1,622,657,907	\$1,537,472,267	\$924,818,298
4th qtr 1998	\$1,535,905,483	\$1,452,500,112	\$1,021,333,168
1st qtr 1999	\$1,611,517,598	\$1,531,201,343	\$986,662,418
2nd qtr 1999	\$1,549,030,969	\$1,465,668,093	\$1,058,267,920
3rd qtr 1999	\$1,654,500,947	\$1,566,084,096	\$1,028,004,498
4th qtr 1999	\$1,582,229,889	\$1,479,746,240	\$1,067,991,532
1st qtr 2000	\$1,647,551,794	\$1,573,620,775	\$1,145,517,607
2nd qtr 2000	\$1,593,613,164	\$1,524,585,720	\$1,298,712,750
3rd qtr 2000	\$1,724,969,778	\$1,654,841,965	\$1,058,585,157
4th qtr 2000	\$1,556,526,868	\$1,442,640,173	\$1,260,189,254
1st qtr 2001	\$1,805,395,399	\$1,733,534,171	\$1,256,294,914
2nd qtr 2001	\$1,693,659,345	\$1,613,478,001	\$1,356,990,452
3rd qtr 2001	\$1,820,071,889	\$1,753,163,404	\$1,525,941,404

Private Passenger Auto (All Non-Rate-Regulated Companies)

There were 22 groups, 23 non-rate-regulated (County Mutual) companies, that had direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 22 groups, 23 companies, in the third quarter of 2000.

The table below represents the top groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Progressive Group	19.66%	\$129,883,653	8.16%	\$468,044,358	(3.45%)
2	Allstate Insurance Group	14.20%	\$103,132,953	33.31%	\$338,061,695	8.14%
3	Texas State National Group	9.90%	\$82,087,228	16.73%	\$235,649,228	(13.14%)
4	Home State County Mutual Ins. Co.	9.21%	\$52,842,719	(0.47%)	\$219,295,718	3.59%
5	Zurich American Insurance Group	8.89%	\$78,611,753	176.85%	\$211,543,448	123.14%
6	Old American County Mutual Fire Ins. Co.	7.44%	\$45,527,722	20.88%	\$177,228,389	29.98%
7	Nationwide Corporation	4.80%	\$32,173,387	(1.37%)	\$114,293,765	14.22%
8	UNITRIN Inc.	3.88%	\$22,838,959	26.30%	\$92,319,562	65.90%
9	Winterthur U.S. Holding Group	3.01%	\$21,500,713	40.31%	\$71,633,852	43.06%
10	USAA Group	3.00%	\$21,716,499	56.91%	\$71,442,170	36.31%
11	Titus Group	2.62%	\$12,944,817	(47.38%)	\$62,294,323	(54.25%)
12	Sentry Insurance Group	2.59%	\$15,693,715	13.27%	\$61,627,236	7.42%
13	State Farm Group	2.18%	\$15,973,789	41.71%	\$51,788,261	21.28%
14	Safeway Insurance Group	2.15%	\$15,077,981	61.17%	\$51,115,080	72.58%
15	American Financial Insurance Group	1.40%	\$9,327,043	2.13%	\$33,294,888	11.28%
16	Mercury General Group	1.13%	\$10,236,599	700.67%	\$26,881,067	(0.04%)
17	Allianz Insurance Group	1.04%	\$2,387,625	(28.01%)	\$24,752,252	86.43%
18	Fairfax Financial	0.81%	(\$261,695)	(102.50%)	\$19,205,535	(48.93%)
19	American National Financial Group	0.78%	\$9,485,296	274.78%	\$18,535,854	123.70%
20	General Agents Group	0.58%	\$3,441,514	(39.61%)	\$13,766,994	(47.58%)
21	Royal & Sun Alliance USA	0.43%	\$2,679,461	29.47%	\$10,193,997	(8.35%)
22	Southern Farm Bureau Casualty	0.32%	\$2,254,579	20.62%	\$7,627,752	(10.48%)
Top Groups Total		100.00%	\$689,556,310	22.64%	\$2,380,595,424	8.33%
Total Market		100.00%	\$689,556,310	22.64%	\$2,380,595,424	8.33%

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$632,650,948	\$563,302,050	\$302,511,710
4th qtr 1996	\$635,217,925	\$553,371,496	\$321,721,554
1st qtr 1997	\$713,333,728	\$623,375,308	\$323,003,607
2nd qtr 1997	\$704,201,503	\$612,864,110	\$353,751,655
3rd qtr 1997	\$737,010,891	\$632,341,014	\$347,353,624
4th qtr 1997	\$704,455,224	\$553,024,422	\$332,291,567
1st qtr 1998	\$732,620,284	\$656,020,414	\$357,590,720
2nd qtr 1998	\$675,130,538	\$580,786,688	\$351,948,242
3rd qtr 1998	\$695,362,013	\$586,756,070	\$349,123,851
4th qtr 1998	\$615,252,014	\$530,838,624	\$368,632,723
1st qtr 1999	\$709,000,877	\$605,223,010	\$340,878,931
2nd qtr 1999	\$639,927,395	\$563,119,850	\$377,802,502
3rd qtr 1999	\$656,277,367	\$542,174,320	\$378,013,090
4th qtr 1999	\$600,078,974	\$504,578,054	\$372,884,602
1st qtr 2000	\$639,562,791	\$587,401,754	\$371,048,202
2nd qtr 2000	\$620,427,412	\$543,214,845	\$428,720,295
3rd qtr 2000	\$621,382,231	\$562,251,077	\$388,106,979
4th qtr 2000	\$576,949,601	\$483,939,811	\$389,088,422
1st qtr 2001	\$691,958,642	\$598,238,203	\$373,856,016
2nd qtr 2001	\$705,819,306	\$608,861,100	\$414,321,091
3rd qtr 2001	\$801,452,947	\$689,556,310	\$480,215,206

Private Passenger Auto (All Voluntary Liability)

There were 73 groups, 222 companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 72 groups, 219 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	22.55%	\$320,525,253	9.40%	\$1,140,714,284	(0.18%)
2	Allstate Insurance Group	16.91%	\$227,052,970	10.21%	\$855,410,768	9.15%
3	Zurich American Insurance Group	13.49%	\$179,803,750	8.34%	\$682,754,291	8.21%
4	USAA Group	6.22%	\$87,661,829	19.13%	\$314,652,305	14.98%
5	Progressive Group	4.99%	\$68,960,714	4.36%	\$252,718,643	(5.69%)
6	Nationwide Corporation	4.08%	\$57,430,001	(8.18%)	\$206,534,284	2.91%
7	Berkshire-Hathaway (GEICO)	3.75%	\$48,426,572	(1.61%)	\$189,701,860	9.87%
8	Texas State National Group	2.74%	\$39,455,562	(8.09%)	\$138,706,155	(15.85%)
9	Home State County Mutual Ins. Co.	2.72%	\$33,164,566	(0.30%)	\$137,618,484	2.72%
10	Southern Farm Bureau Casualty	2.45%	\$33,002,444	10.10%	\$123,868,173	5.49%
11	Old American County Mutual Fire Ins. Co.	2.00%	\$25,432,398	25.42%	\$101,209,407	34.79%
12	UNITRIN Inc.	1.89%	\$25,544,618	17.77%	\$95,676,087	27.16%
13	Citigroup	1.70%	\$24,240,707	16.18%	\$85,960,697	8.42%
14	Safeco Insurance Group	1.20%	\$15,752,119	4.22%	\$60,665,374	(0.27%)
15	Hartford Fire & Casualty Group	1.06%	\$14,793,459	9.74%	\$53,486,769	10.13%
16	Liberty Mutual Insurance Group	0.83%	\$12,358,766	18.83%	\$41,844,712	15.05%
17	Sentry Insurance Group	0.79%	\$10,147,061	12.19%	\$39,879,659	5.01%
18	Winterthur U.S. Holding Group	0.75%	\$11,323,636	38.12%	\$37,942,031	15.47%
19	American National Financial Group	0.70%	\$12,557,785	82.54%	\$35,165,540	38.80%
20	Safeway Insurance Group	0.65%	\$9,412,397	44.75%	\$32,927,081	45.64%
21	CNA Insurance Group	0.64%	\$8,279,391	(18.66%)	\$32,289,176	(6.96%)
22	Prudential of America Group	0.59%	\$7,870,992	25.09%	\$30,069,379	36.93%
23	Metropolitan Group	0.55%	\$7,609,033	22.15%	\$27,600,938	25.51%
24	Germania Insurance Group	0.48%	\$7,188,092	23.38%	\$24,255,806	21.63%
25	American Financial Insurance Group	0.46%	\$6,232,985	(1.26%)	\$23,407,239	(13.26%)

Top 25 Groups Total	94.18%	\$1,294,227,100	8.77%	\$4,765,059,142	5.70%
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Total Market	100.00%	\$1,366,300,859	7.37%	\$5,059,501,551	4.07%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$1,441,420,117	\$1,321,903,123	\$740,095,071
4th qtr 1996	\$1,463,812,052	\$1,343,070,555	\$828,019,416
1st qtr 1997	\$1,563,969,002	\$1,439,893,352	\$737,672,033
2nd qtr 1997	\$1,488,006,852	\$1,368,906,369	\$763,680,249
3rd qtr 1997	\$1,520,842,608	\$1,390,873,699	\$773,454,184
4th qtr 1997	\$1,476,266,002	\$1,305,940,027	\$776,051,574
1st qtr 1998	\$1,555,172,996	\$1,447,564,923	\$772,358,975
2nd qtr 1998	\$1,382,075,917	\$1,270,949,424	\$764,262,073
3rd qtr 1998	\$1,447,147,521	\$1,318,618,910	\$764,520,919
4th qtr 1998	\$1,330,046,794	\$1,221,483,877	\$812,576,838
1st qtr 1999	\$1,441,718,954	\$1,318,619,390	\$785,832,104
2nd qtr 1999	\$1,305,348,332	\$1,200,611,616	\$810,887,691
3rd qtr 1999	\$1,338,375,394	\$1,215,078,834	\$831,240,896
4th qtr 1999	\$1,272,444,029	\$1,150,496,913	\$863,590,455
1st qtr 2000	\$1,326,706,485	\$1,252,524,313	\$873,001,219
2nd qtr 2000	\$1,269,992,298	\$1,185,965,899	\$844,730,507
3rd qtr 2000	\$1,342,229,296	\$1,272,459,508	\$836,868,067
4th qtr 2000	\$1,211,356,514	\$1,093,856,843	\$958,476,760
1st qtr 2001	\$1,434,103,961	\$1,336,673,336	\$938,623,371
2nd qtr 2001	\$1,363,238,619	\$1,262,670,513	\$913,794,333
3rd qtr 2001	\$1,471,907,256	\$1,366,300,859	\$935,873,022

Private Passenger Auto (Voluntary Liability Rate-Regulated Companies)

There were 65 groups, 199 rate-regulated companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 65 groups, 196 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	29.86%	\$311,122,277	8.70%	\$1,110,004,349	(0.61%)
2	Allstate Insurance Group	17.96%	\$170,239,499	5.06%	\$667,896,664	10.41%
3	Zurich American Insurance Group	15.13%	\$138,503,144	(6.89%)	\$562,450,711	(1.62%)
4	USAA Group	7.31%	\$74,640,138	15.00%	\$271,925,399	13.00%
5	Berkshire-Hathaway (GEICO)	5.10%	\$48,426,572	(1.61%)	\$189,701,860	9.87%
6	Nationwide Corporation	3.84%	\$37,572,420	9.82%	\$142,735,138	11.85%
7	Southern Farm Bureau Casualty	3.22%	\$31,765,568	9.69%	\$119,696,017	6.20%
8	Citigroup	2.31%	\$24,240,707	16.18%	\$85,960,697	8.42%
9	Safeco Insurance Group	1.63%	\$15,752,119	4.22%	\$60,665,374	(0.27%)
10	Hartford Fire & Casualty Group	1.44%	\$14,793,459	9.74%	\$53,486,769	10.13%
11	UNITRIN Inc.	1.20%	\$13,350,946	19.79%	\$44,478,045	7.23%
12	Liberty Mutual Insurance Group	1.13%	\$12,358,766	18.83%	\$41,844,712	15.05%
13	CNA Insurance Group	0.87%	\$8,279,391	(18.66%)	\$32,289,176	(6.96%)
14	Prudential of America Group	0.81%	\$7,870,992	25.09%	\$30,069,379	36.93%
15	Metropolitan Group	0.74%	\$7,609,033	22.15%	\$27,600,938	25.51%
16	Germania Insurance Group	0.65%	\$7,188,092	23.38%	\$24,255,806	21.63%
17	American National Financial Group	0.62%	\$5,444,500	0.67%	\$22,947,949	12.03%
18	Amica Mutual Group	0.57%	\$6,410,450	0.90%	\$21,051,665	(0.02%)
19	Chubb & Son Inc.	0.45%	\$4,710,113	25.03%	\$16,648,522	30.11%
20	Beacon Insurance Group	0.44%	\$4,398,992	19.09%	\$16,457,075	22.09%
21	Texas Farm Bureau Mutual	0.43%	\$4,084,349	(1.83%)	\$15,882,026	(4.23%)
22	Agricultural Workers Insurance Group	0.40%	\$4,300,170	2.82%	\$14,693,522	2.58%
23	Hochheim Prairie Group	0.34%	\$3,171,745	13.18%	\$12,558,939	21.84%
24	Lumbermans Mutual Casualty Group	0.32%	\$1,588,505	(49.03%)	\$12,027,692	(6.73%)
25	Horace Mann Group	0.32%	\$3,030,361	(0.08%)	\$11,838,032	(5.89%)

Top 25 Groups Total	97.07%	\$960,852,308	5.55%	\$3,609,166,456	4.71%
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Total Market	100.00%	\$990,180,464	5.40%	\$3,717,939,225	4.34%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$1,027,236,601	\$961,056,143	\$557,446,658
4th qtr 1996	\$1,046,181,516	\$982,577,912	\$633,040,004
1st qtr 1997	\$1,094,951,038	\$1,034,912,330	\$544,785,462
2nd qtr 1997	\$1,031,122,699	\$973,499,745	\$545,653,841
3rd qtr 1997	\$1,052,626,921	\$990,137,088	\$559,166,890
4th qtr 1997	\$1,018,492,824	\$948,239,907	\$563,109,351
1st qtr 1998	\$1,086,069,966	\$1,030,078,349	\$554,722,335
2nd qtr 1998	\$957,481,520	\$909,828,715	\$548,632,317
3rd qtr 1998	\$1,014,297,312	\$957,618,127	\$547,404,680
4th qtr 1998	\$953,460,466	\$897,995,503	\$596,370,189
1st qtr 1999	\$998,173,986	\$945,299,913	\$575,806,421
2nd qtr 1999	\$920,566,067	\$865,996,287	\$584,648,447
3rd qtr 1999	\$962,402,171	\$906,013,012	\$600,847,201
4th qtr 1999	\$915,065,420	\$850,700,349	\$630,063,457
1st qtr 2000	\$947,873,011	\$903,829,265	\$650,981,096
2nd qtr 2000	\$911,719,387	\$869,434,038	\$612,643,847
3rd qtr 2000	\$983,300,253	\$939,424,175	\$603,620,069
4th qtr 2000	\$876,288,874	\$821,037,512	\$729,822,469
1st qtr 2001	\$1,031,756,783	\$990,749,990	\$722,289,749
2nd qtr 2001	\$961,899,536	\$915,971,259	\$686,472,751
3rd qtr 2001	\$1,028,164,578	\$990,180,464	\$698,609,267

Private Passenger Auto (Voluntary Liability Non-Rate-Regulated Companies)

There were 22 groups, 23 non-rate-regulated (County Mutual) companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 22 groups, 23 companies, in the third quarter of 2000.

The table below represents the top groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Progressive Group	18.84%	\$68,960,714	4.36%	\$252,718,643	(5.69%)
2	Allstate Insurance Group	13.98%	\$56,813,471	29.21%	\$187,514,104	4.89%
3	Texas State National Group	10.34%	\$39,455,562	(8.09%)	\$138,706,155	(15.85%)
4	Home State County Mutual Ins. Co.	10.26%	\$33,164,566	(0.30%)	\$137,618,484	2.72%
5	Zurich American Insurance Group	8.97%	\$41,300,606	139.95%	\$120,303,580	103.20%
6	Old American County Mutual Fire Ins. Co.	7.54%	\$25,432,398	25.42%	\$101,209,407	34.79%
7	Nationwide Corporation	4.76%	\$19,857,581	(29.92%)	\$63,799,146	(12.69%)
8	UNITRIN Inc.	3.82%	\$12,193,672	15.63%	\$51,198,042	51.64%
9	USAA Group	3.18%	\$13,021,691	50.02%	\$42,726,906	29.35%
10	Sentry Insurance Group	2.86%	\$9,780,668	12.89%	\$38,384,596	5.13%
11	Winterthur U.S. Holding Group	2.83%	\$11,323,652	37.68%	\$37,973,063	34.12%
12	Safeway Insurance Group	2.45%	\$9,412,397	44.75%	\$32,927,081	45.64%
13	State Farm Group	2.29%	\$9,402,976	38.72%	\$30,709,935	18.75%
14	American Financial Insurance Group	1.40%	\$5,175,921	(0.52%)	\$18,813,506	8.93%
15	Mercury General Group	1.26%	\$6,232,565	703.65%	\$16,840,622	(6.20%)
16	Allianz Insurance Group	1.10%	\$1,402,496	(27.85%)	\$14,739,929	83.13%
17	American National Financial Group	0.91%	\$7,113,285	383.61%	\$12,217,591	151.82%
18	Fairfax Financial	0.91%	(\$11,007)	(100.17%)	\$12,174,948	(48.07%)
19	Titus Group	0.82%	\$779,732	(92.15%)	\$11,047,707	(82.97%)
20	Royal & Sun Alliance USA	0.59%	\$2,164,765	28.68%	\$7,954,864	(11.83%)
21	General Agents Group	0.58%	\$1,905,808	(41.30%)	\$7,811,861	(47.59%)
22	Southern Farm Bureau Casualty	0.31%	\$1,236,876	22.01%	\$4,172,156	(11.49%)
Top Groups Total		100.00%	\$376,120,395	12.94%	\$1,341,562,326	3.35%
Total Market		100.00%	\$376,120,395	12.94%	\$1,341,562,326	3.35%

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$414,183,516	\$360,846,980	\$182,648,413
4th qtr 1996	\$417,630,536	\$360,492,643	\$194,979,412
1st qtr 1997	\$469,017,964	\$404,981,022	\$192,886,571
2nd qtr 1997	\$456,884,153	\$395,406,624	\$218,026,408
3rd qtr 1997	\$468,215,687	\$400,736,611	\$214,287,294
4th qtr 1997	\$457,773,178	\$357,700,120	\$212,942,223
1st qtr 1998	\$469,103,030	\$417,486,574	\$217,636,640
2nd qtr 1998	\$424,594,397	\$361,120,709	\$215,629,756
3rd qtr 1998	\$432,850,209	\$361,000,783	\$217,116,239
4th qtr 1998	\$376,586,328	\$323,488,374	\$216,206,649
1st qtr 1999	\$443,544,968	\$373,319,477	\$210,025,683
2nd qtr 1999	\$384,782,265	\$334,615,329	\$226,239,244
3rd qtr 1999	\$375,973,223	\$309,065,822	\$230,393,695
4th qtr 1999	\$357,378,609	\$299,796,564	\$233,526,998
1st qtr 2000	\$378,833,474	\$348,695,048	\$222,020,123
2nd qtr 2000	\$358,272,911	\$316,531,861	\$232,086,660
3rd qtr 2000	\$358,929,043	\$333,035,333	\$233,247,998
4th qtr 2000	\$335,067,640	\$272,819,331	\$228,654,291
1st qtr 2001	\$402,347,178	\$345,923,346	\$216,333,622
2nd qtr 2001	\$401,339,083	\$346,699,254	\$227,321,582
3rd qtr 2001	\$443,742,678	\$376,120,395	\$237,263,755

Private Passenger Auto (All Assigned Risk)

There were 20 groups, 21 companies, that had assigned risk (no voluntary liability nor physical damage) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 22 groups, 25 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	30.07%	\$1,780,468	(4.29%)	\$6,470,568	7.58%
2	Zurich American Insurance Group	14.44%	\$606,745	(18.31%)	\$3,107,397	27.51%
3	Allstate Insurance Group	13.21%	\$728,118	74.09%	\$2,842,615	24.79%
4	General Electric Group	10.05%	\$640,361	11.96%	\$2,162,647	142.71%
5	Southern Farm Bureau Casualty	6.52%	\$391,312	60.55%	\$1,403,064	3.52%
6	Eagle Insurance Group	4.64%	\$269,653	110.02%	\$999,550	(22.75%)
7	American International Group	4.23%	\$285,068	385.93%	\$909,525	(28.66%)
8	Berkshire-Hathaway (GEICO)	3.58%	\$194,659	111.68%	\$770,088	27.41%
9	Nationwide Corporation	3.51%	\$218,562	93.59%	\$755,362	37.14%
10	Chubb & Son Inc.	2.04%	\$0	*	\$438,193	*
11	Citigroup	1.98%	\$91,335	(29.10%)	\$425,458	39.23%
12	UNITRIN Inc.	1.90%	\$146,947	*	\$408,761	577.44%
13	Safeco Insurance Group	1.82%	\$71,700	(32.81%)	\$390,683	(0.98%)
14	Liberty Mutual Insurance Group	0.78%	\$42,496	20.88%	\$168,137	29.12%
15	Lumbermans Mutual Casualty Group	0.48%	\$22,908	(38.53%)	\$103,425	(15.37%)
16	Hartford Fire & Casualty Group	0.21%	(\$4,177)	(112.36%)	\$44,898	(75.91%)
17	American Financial Insurance Group	0.21%	\$2,780	(25.55%)	\$44,387	(84.99%)
18	Service Life Group	0.18%	\$10,570	171.58%	\$38,651	30.82%
19	Mercury General Group	0.15%	\$9,915	(13.33%)	\$31,292	4.38%
20	Ohio Casualty Group	0.02%	\$992	(33.95%)	\$4,507	(24.01%)
21	Southland Lloyds Insurance Company	0.00%	\$479	*	\$988	211.67%
22	Yasuda Fire & Marine Ins. Co. of America	0.00%	\$0	(100.00%)	\$560	(22.01%)
23	Allianz Insurance Group	0.00%	\$0	*	\$333	*
24	Commercial Union Insurance Co's.	0.00%	\$0	(100.00%)	\$274	(54.41%)
25	W. R. Berkley Corporation	0.00%	\$0	(100.00%)	(\$120)	(100.22%)

Top 25 Groups Total	100.00%	\$5,510,891	19.73%	\$21,521,243	17.50%
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Total Market	100.00%	\$5,510,891	19.73%	\$21,521,243	17.49%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$52,886,905	\$28,594,730	\$58,544,626
4th qtr 1996	\$33,281,834	\$15,933,008	\$49,967,021
1st qtr 1997	\$32,483,574	\$22,762,711	\$37,599,798
2nd qtr 1997	\$28,508,169	\$23,312,768	\$32,763,924
3rd qtr 1997	\$21,059,308	\$12,374,849	\$28,456,385
4th qtr 1997	\$15,600,099	\$8,667,694	\$22,468,763
1st qtr 1998	\$14,921,030	\$11,487,913	\$15,833,804
2nd qtr 1998	\$12,491,004	\$9,174,025	\$14,609,996
3rd qtr 1998	\$10,015,632	\$5,511,144	\$11,385,129
4th qtr 1998	\$7,111,160	\$4,372,103	\$9,925,712
1st qtr 1999	\$6,709,493	\$5,404,154	\$8,247,472
2nd qtr 1999	\$8,384,997	\$6,041,007	\$6,569,934
3rd qtr 1999	\$7,007,292	\$4,650,001	\$6,895,534
4th qtr 1999	\$5,842,435	\$3,738,536	\$5,706,459
1st qtr 2000	\$6,643,310	\$4,965,888	\$5,598,735
2nd qtr 2000	\$6,875,267	\$5,010,033	\$5,602,266
3rd qtr 2000	\$6,680,445	\$4,602,957	\$4,833,817
4th qtr 2000	\$6,304,544	\$4,120,840	\$4,171,526
1st qtr 2001	\$7,500,341	\$5,487,880	\$5,114,574
2nd qtr 2001	\$7,707,585	\$6,401,632	\$5,111,862
3rd qtr 2001	\$7,973,791	\$5,510,891	\$4,474,208

Private Passenger Auto (All Physical Damage)

There were 71 groups, 214 companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 73 groups, 217 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	23.16%	\$253,164,701	12.31%	\$889,727,612	3.24%
2	Allstate Insurance Group	16.97%	\$175,761,222	11.84%	\$652,233,480	11.58%
3	Zurich American Insurance Group	12.71%	\$136,482,568	15.66%	\$488,456,036	10.39%
4	USAA Group	6.63%	\$70,659,237	11.28%	\$254,842,696	9.86%
5	Progressive Group	5.60%	\$60,922,939	12.80%	\$215,325,715	(0.68%)
6	Nationwide Corporation	3.70%	\$37,506,730	53.10%	\$142,109,392	43.21%
7	Berkshire-Hathaway (GEICO)	3.51%	\$34,722,804	(1.02%)	\$134,877,720	6.82%
8	Southern Farm Bureau Casualty	2.65%	\$27,685,257	15.20%	\$101,749,736	11.77%
9	Texas State National Group	2.52%	\$42,631,666	55.64%	\$96,943,073	(8.94%)
10	Home State County Mutual Ins. Co.	2.13%	\$19,678,153	(0.76%)	\$81,677,234	5.08%
11	Old American County Mutual Fire Ins. Co.	1.98%	\$20,095,324	15.58%	\$76,018,982	24.09%
12	UNITRIN Inc.	1.94%	\$21,066,604	35.52%	\$74,422,957	41.31%
13	Citigroup	1.57%	\$17,724,936	14.66%	\$60,245,090	5.09%
14	Titus Group	1.33%	\$12,165,085	(17.07%)	\$51,246,616	(28.12%)
15	Safeco Insurance Group	1.24%	\$12,227,520	(0.11%)	\$47,594,981	(2.16%)
16	Hartford Fire & Casualty Group	0.93%	\$9,748,796	9.03%	\$35,714,968	12.67%
17	Liberty Mutual Insurance Group	0.89%	\$10,255,727	19.27%	\$34,362,167	16.45%
18	Winterthur U.S. Holding Group	0.88%	\$10,177,343	43.18%	\$33,653,577	35.13%
19	CNA Insurance Group	0.64%	\$6,516,115	(16.81%)	\$24,675,652	(5.59%)
20	Sentry Insurance Group	0.63%	\$6,134,454	12.94%	\$24,170,916	11.05%
21	American National Financial Group	0.59%	\$6,416,526	23.37%	\$22,764,016	19.36%
22	Metropolitan Group	0.54%	\$5,774,428	26.61%	\$20,664,510	29.83%
23	Prudential of America Group	0.51%	\$5,166,102	32.93%	\$19,462,886	47.49%
24	Germania Insurance Group	0.48%	\$5,477,897	23.47%	\$18,291,581	17.55%
25	Safeway Insurance Group	0.47%	\$5,665,584	98.60%	\$18,187,999	159.46%

Top 25 Groups Total	94.20%	\$1,013,827,718	14.81%	\$3,619,419,592	8.55%
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Total Market	100.00%	\$1,070,907,964	13.92%	\$3,842,388,379	8.22%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$680,966,710	\$647,894,877	\$444,118,779
4th qtr 1996	\$674,706,534	\$629,096,401	\$479,483,629
1st qtr 1997	\$724,019,907	\$681,159,209	\$453,556,857
2nd qtr 1997	\$709,103,450	\$664,221,153	\$481,401,590
3rd qtr 1997	\$769,504,340	\$715,741,694	\$464,431,804
4th qtr 1997	\$724,920,200	\$653,580,255	\$435,538,174
1st qtr 1998	\$797,195,489	\$754,453,682	\$490,329,193
2nd qtr 1998	\$786,073,122	\$739,323,356	\$496,695,943
3rd qtr 1998	\$860,856,767	\$800,098,283	\$498,036,101
4th qtr 1998	\$813,999,543	\$757,482,756	\$567,463,341
1st qtr 1999	\$872,090,028	\$812,400,809	\$533,461,773
2nd qtr 1999	\$875,225,035	\$822,135,320	\$618,612,797
3rd qtr 1999	\$965,395,628	\$888,529,581	\$567,881,158
4th qtr 1999	\$904,022,399	\$830,088,845	\$571,579,220
1st qtr 2000	\$953,764,790	\$903,532,328	\$637,965,855
2nd qtr 2000	\$937,173,011	\$876,824,633	\$877,100,272
3rd qtr 2000	\$997,442,268	\$940,030,577	\$604,990,252
4th qtr 2000	\$915,815,411	\$828,602,301	\$686,629,390
1st qtr 2001	\$1,055,749,739	\$989,611,158	\$686,412,985
2nd qtr 2001	\$1,028,532,447	\$953,266,956	\$852,405,348
3rd qtr 2001	\$1,141,643,789	\$1,070,907,964	\$1,065,809,380

Private Passenger Auto (Physical Damage Rate-Regulated Companies)

There were 63 groups, 190 rate-regulated companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 66 groups, 194 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	30.99%	\$246,593,888	11.62%	\$868,649,286	2.80%
2	Allstate Insurance Group	17.90%	\$129,441,740	4.58%	\$501,685,889	11.31%
3	Zurich American Insurance Group	14.17%	\$99,171,421	(7.16%)	\$397,216,168	(2.38%)
4	USAA Group	8.07%	\$61,964,429	6.22%	\$226,127,432	6.37%
5	Berkshire-Hathaway (GEICO)	4.81%	\$34,722,804	(1.02%)	\$134,877,720	6.82%
6	Southern Farm Bureau Casualty	3.51%	\$26,667,554	15.06%	\$98,294,140	12.68%
7	Nationwide Corporation	3.27%	\$25,190,924	24.63%	\$91,614,773	26.82%
8	Citigroup	2.15%	\$17,724,936	14.66%	\$60,245,090	5.09%
9	Safeco Insurance Group	1.70%	\$12,227,520	(0.11%)	\$47,594,981	(2.16%)
10	Hartford Fire & Casualty Group	1.27%	\$9,748,796	9.03%	\$35,714,968	12.67%
11	Liberty Mutual Insurance Group	1.23%	\$10,255,727	19.27%	\$34,362,167	16.45%
12	UNITRIN Inc.	1.19%	\$10,421,317	30.15%	\$33,301,437	8.19%
13	CNA Insurance Group	0.88%	\$6,516,115	(16.81%)	\$24,675,652	(5.59%)
14	Metropolitan Group	0.74%	\$5,774,428	26.61%	\$20,664,510	29.83%
15	Prudential of America Group	0.69%	\$5,166,102	32.93%	\$19,462,886	47.49%
16	Germania Insurance Group	0.65%	\$5,477,897	23.47%	\$18,291,581	17.55%
17	American National Financial Group	0.59%	\$4,044,515	(2.33%)	\$16,445,753	5.17%
18	Texas Farm Bureau Mutual	0.49%	\$3,606,173	(0.50%)	\$13,868,358	(0.96%)
19	Beacon Insurance Group	0.49%	\$3,731,505	16.78%	\$13,787,500	23.18%
20	Amica Mutual Group	0.48%	\$4,117,995	2.69%	\$13,405,440	2.66%
21	Agricultural Workers Insurance Group	0.46%	\$3,721,500	(0.01%)	\$12,782,312	1.23%
22	American International Group	0.39%	\$2,694,588	(7.64%)	\$10,949,480	16.41%
23	Chubb & Son Inc.	0.39%	\$3,328,808	33.11%	\$10,946,715	26.91%
24	Hochheim Prairie Group	0.36%	\$2,614,633	18.83%	\$10,148,553	28.53%
25	Horace Mann Group	0.33%	\$2,413,373	0.38%	\$9,319,654	(2.79%)

Top 25 Groups Total	97.18%	\$737,338,688	6.71%	\$2,724,432,445	5.94%
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Total Market	100.00%	\$757,472,049	6.56%	\$2,803,355,281	5.74%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$462,499,278	\$445,439,807	\$324,255,482
4th qtr 1996	\$457,119,145	\$436,217,548	\$352,741,487
1st qtr 1997	\$479,704,143	\$462,764,923	\$323,439,821
2nd qtr 1997	\$461,786,100	\$446,763,667	\$345,676,343
3rd qtr 1997	\$500,709,136	\$484,137,291	\$331,365,474
4th qtr 1997	\$478,238,154	\$458,255,953	\$316,188,830
1st qtr 1998	\$533,678,235	\$515,919,842	\$350,375,113
2nd qtr 1998	\$535,536,981	\$519,657,377	\$360,377,457
3rd qtr 1998	\$598,344,963	\$574,342,996	\$366,028,489
4th qtr 1998	\$575,333,857	\$550,132,506	\$415,037,267
1st qtr 1999	\$606,634,119	\$580,497,276	\$402,608,525
2nd qtr 1999	\$620,079,905	\$593,630,799	\$467,049,539
3rd qtr 1999	\$685,091,484	\$655,421,083	\$420,261,763
4th qtr 1999	\$661,322,034	\$625,307,355	\$432,221,616
1st qtr 2000	\$693,035,473	\$664,825,622	\$488,937,776
2nd qtr 2000	\$675,018,510	\$650,141,649	\$680,466,637
3rd qtr 2000	\$734,989,080	\$710,814,833	\$450,131,271
4th qtr 2000	\$673,933,450	\$617,481,821	\$526,195,259
1st qtr 2001	\$766,138,275	\$737,296,301	\$528,890,591
2nd qtr 2001	\$724,052,224	\$691,105,110	\$665,405,839
3rd qtr 2001	\$783,933,520	\$757,472,049	\$822,857,929

Private Passenger Auto (Physical Damage Non-Rate-Regulated Companies)

There were 22 groups, 23 non-rate-regulated (County Mutual) companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the third quarter of 2001, as compared to 22 groups, 23 companies, in the third quarter of 2000.

The table below represents the top groups based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Progressive Group	20.72%	\$60,922,939	12.80%	\$215,325,715	(0.68%)
2	Allstate Insurance Group	14.49%	\$46,319,482	38.72%	\$150,547,591	12.47%
3	Texas State National Group	9.33%	\$42,631,666	55.64%	\$96,943,073	(8.94%)
4	Zurich American Insurance Group	8.78%	\$37,311,147	233.67%	\$91,239,868	156.31%
5	Home State County Mutual Ins. Co.	7.86%	\$19,678,153	(0.76%)	\$81,677,234	5.08%
6	Old American County Mutual Fire Ins. Co.	7.32%	\$20,095,324	15.58%	\$76,018,982	24.09%
7	Titus Group	4.93%	\$12,165,085	(17.07%)	\$51,246,616	(28.12%)
8	Nationwide Corporation	4.86%	\$12,315,806	187.38%	\$50,494,619	87.07%
9	UNINTRIN Inc.	3.96%	\$10,645,287	41.23%	\$41,121,520	87.88%
10	Winterthur U.S. Holding Group	3.24%	\$10,177,061	43.36%	\$33,660,789	54.69%
11	USAA Group	2.76%	\$8,694,808	68.49%	\$28,715,264	48.16%
12	Sentry Insurance Group	2.24%	\$5,913,047	13.91%	\$23,242,640	11.43%
13	State Farm Group	2.03%	\$6,570,813	46.22%	\$21,078,326	25.17%
14	Safeway Insurance Group	1.75%	\$5,665,584	98.60%	\$18,187,999	159.46%
15	American Financial Insurance Group	1.39%	\$4,151,122	5.64%	\$14,481,382	14.49%
16	Mercury General Group	0.97%	\$4,004,034	696.08%	\$10,040,445	12.34%
17	Allianz Insurance Group	0.96%	\$985,129	(28.22%)	\$10,012,323	91.52%
18	Fairfax Financial	0.68%	(\$250,688)	(106.00%)	\$7,030,587	(50.36%)
19	American National Financial Group	0.61%	\$2,372,011	123.76%	\$6,318,263	83.97%
20	General Agents Group	0.57%	\$1,535,706	(37.37%)	\$5,955,133	(47.57%)
21	Southern Farm Bureau Casualty	0.33%	\$1,017,703	18.96%	\$3,455,596	(9.22%)
22	Royal & Sun Alliance USA	0.22%	\$514,696	32.91%	\$2,239,133	6.63%
Top Groups Total		100.00%	\$313,435,915	36.74%	\$1,039,033,098	15.53%
Total Market		100.00%	\$313,435,915	36.74%	\$1,039,033,098	15.53%

Note: A list of groups and corresponding County Mutual Companies can be found on page 61 of this report.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$218,467,432	\$202,455,070	\$119,863,297
4th qtr 1996	\$217,587,389	\$192,878,853	\$126,742,142
1st qtr 1997	\$244,315,764	\$218,394,286	\$130,117,036
2nd qtr 1997	\$247,317,350	\$217,457,486	\$135,725,247
3rd qtr 1997	\$268,795,204	\$231,604,403	\$133,066,330
4th qtr 1997	\$246,682,046	\$195,324,302	\$119,349,344
1st qtr 1998	\$263,517,254	\$238,533,840	\$139,954,080
2nd qtr 1998	\$250,536,141	\$219,665,979	\$136,318,486
3rd qtr 1998	\$262,511,804	\$225,755,287	\$132,007,612
4th qtr 1998	\$238,665,686	\$207,350,250	\$152,426,074
1st qtr 1999	\$265,455,909	\$231,903,533	\$130,853,248
2nd qtr 1999	\$255,145,130	\$228,504,521	\$151,563,258
3rd qtr 1999	\$280,304,144	\$233,108,498	\$147,619,395
4th qtr 1999	\$242,700,365	\$204,781,490	\$139,357,604
1st qtr 2000	\$260,729,317	\$238,706,706	\$149,028,079
2nd qtr 2000	\$262,154,501	\$226,682,984	\$196,633,635
3rd qtr 2000	\$262,453,188	\$229,215,744	\$154,858,981
4th qtr 2000	\$241,881,961	\$211,120,480	\$160,434,131
1st qtr 2001	\$289,611,464	\$252,314,857	\$157,522,394
2nd qtr 2001	\$304,480,223	\$262,161,846	\$186,999,509
3rd qtr 2001	\$357,710,269	\$313,435,915	\$242,951,451

Homeowners Multiple Peril (All Companies)

There were 64 groups, 132 companies, that had premiums on policies written for Homeowners Multiple Peril (includes renters' insurance) in the third quarter of 2001, as compared to 58 groups, 128 companies, in the third quarter of 2000.

The table below represents the top 25 groups for premiums on policies written based on a sum of the most recent four quarters. Also included is a comparison of premiums on policies written in the third quarter of 2001 to premiums on policies written in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	29.63%	\$272,025,971	9.18%	\$921,945,236	1.53%
2	Zurich American Insurance Group	18.32%	\$144,608,483	0.53%	\$569,976,982	8.90%
3	Allstate Insurance Group	17.28%	\$159,352,487	20.71%	\$537,725,375	16.26%
4	USAA Group	7.09%	\$64,480,161	8.92%	\$220,719,633	14.20%
5	Citigroup	4.44%	\$38,561,281	6.85%	\$138,223,695	4.45%
6	Nationwide Corporation	2.84%	\$25,084,432	16.25%	\$88,516,085	6.05%
7	Chubb & Son Inc.	2.03%	\$17,569,946	17.26%	\$63,193,485	14.89%
8	Safeco Insurance Group	1.93%	\$16,038,410	(1.29%)	\$60,031,950	(2.25%)
9	Texas Farm Bureau Mutual	1.61%	\$14,572,156	15.20%	\$50,068,099	10.12%
10	Liberty Mutual Insurance Group	1.25%	\$10,803,580	7.86%	\$38,745,302	13.29%
11	Hartford Fire & Casualty Group	1.12%	\$9,655,858	10.19%	\$34,741,489	9.45%
12	CNA Insurance Group	1.01%	\$8,270,597	(3.67%)	\$31,413,009	8.07%
13	Winterthur U.S. Holding Group	0.95%	\$7,786,196	2.91%	\$29,442,246	(0.08%)
14	American National Financial Group	0.94%	\$8,191,626	15.55%	\$29,367,215	11.21%
15	Titus Group	0.94%	\$8,246,844	1.14%	\$29,111,869	(3.07%)
16	Allianz Insurance Group	0.89%	\$7,627,324	25.50%	\$27,633,823	17.72%
17	UNITRIN Inc.	0.82%	\$6,628,337	(0.87%)	\$25,425,087	(1.47%)
18	Amica Mutual Group	0.72%	\$6,681,932	9.39%	\$22,388,079	2.77%
19	Service Life Group	0.68%	\$6,316,262	143.73%	\$21,066,486	56.77%
20	Beacon Insurance Group	0.63%	\$5,356,367	5.68%	\$19,474,460	7.38%
21	Metropolitan Group	0.60%	\$5,418,892	38.48%	\$18,778,047	35.65%
22	Commercial Union Insurance Co's.	0.49%	\$3,663,238	(13.11%)	\$15,113,888	(5.07%)
23	Lumbermans Mutual Casualty Group	0.46%	\$3,887,002	1.11%	\$14,349,737	0.04%
24	Guidant Insurance Group	0.40%	\$3,525,078	8.14%	\$12,407,357	4.28%
25	Central Mutual Insurance Co. of Ohio	0.35%	\$2,962,876	6.33%	\$10,883,455	(3.75%)

Top 25 Groups Total	97.39%	\$857,315,336	9.84%	\$3,030,742,089	7.63%
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Total Market	100.00%	\$882,871,188	10.65%	\$3,112,037,250	7.91%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$694,357,203	\$653,822,166	\$352,051,094
4th qtr 1996	\$607,523,506	\$569,123,474	\$317,853,967
1st qtr 1997	\$599,777,586	\$562,411,851	\$278,678,194
2nd qtr 1997	\$731,452,232	\$688,609,475	\$323,506,670
3rd qtr 1997	\$753,034,751	\$699,349,132	\$305,395,347
4th qtr 1997	\$651,833,039	\$601,867,911	\$233,428,098
1st qtr 1998	\$631,953,651	\$591,847,224	\$298,976,673
2nd qtr 1998	\$789,457,650	\$737,239,749	\$312,874,276
3rd qtr 1998	\$827,111,261	\$765,484,095	\$294,538,628
4th qtr 1998	\$705,868,946	\$643,588,698	\$293,922,541
1st qtr 1999	\$680,553,967	\$625,536,282	\$279,072,534
2nd qtr 1999	\$816,031,690	\$762,669,194	\$392,679,247
3rd qtr 1999	\$831,338,777	\$761,920,774	\$402,191,584
4th qtr 1999	\$704,815,768	\$646,548,027	\$301,052,515
1st qtr 2000	\$684,609,138	\$640,313,516	\$402,393,296
2nd qtr 2000	\$849,579,161	\$799,170,784	\$918,697,064
3rd qtr 2000	\$865,804,664	\$797,928,612	\$505,688,391
4th qtr 2000	\$681,582,526	\$672,546,755	\$438,819,100
1st qtr 2001	\$739,281,877	\$692,296,831	\$503,161,197
2nd qtr 2001	\$929,955,486	\$864,322,476	\$836,227,562
3rd qtr 2001	\$972,516,828	\$882,871,188	\$822,405,912

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	112.7%
1990	84.8%
1991	67.2%
1992	107.6%
1993	66.1%
1994	73.3%
1995	92.6%
1996	59.4%
1997	45.3%
1998	45.4%
1999	50.7%
2000	82.4%

Homeowners Multiple Peril (Rate-Regulated Companies)

There were 41 groups, 83 rate-regulated (no Lloyds or Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the third quarter of 2001, as compared to 38 groups, 84 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	USAA Group	36.47%	\$18,317,067	(12.45%)	\$75,943,612	4.93%
2	Allstate Insurance Group	22.86%	\$6,311,544	(65.38%)	\$47,602,036	(31.72%)
3	Zurich American Insurance Group	11.65%	\$4,578,116	(40.71%)	\$24,269,139	(23.26%)
4	Beacon Insurance Group	9.35%	\$5,356,367	5.68%	\$19,474,460	7.38%
5	State Farm Group	3.57%	\$2,144,724	6.92%	\$7,429,841	(3.59%)
6	Citigroup	2.80%	\$1,119,336	(40.83%)	\$5,839,034	(24.33%)
7	American National Financial Group	1.92%	\$1,113,380	(11.98%)	\$3,993,690	(15.08%)
8	Guidant Insurance Group	1.76%	\$1,022,687	(22.68%)	\$3,666,017	(18.41%)
9	Germania Insurance Group	1.76%	\$1,121,514	22.65%	\$3,664,644	19.86%
10	Florida Select Holdings Group	1.75%	\$2,817,088	*	\$3,637,596	*
11	Nationwide Corporation	1.19%	\$676,866	10.83%	\$2,477,533	(55.83%)
12	Texas RVOS Insurance Company	0.87%	\$497,580	7.24%	\$1,820,159	3.19%
13	Allianz Insurance Group	0.83%	\$658,607	*	\$1,737,831	*
14	Sentry Insurance Group	0.58%	\$319,465	(8.06%)	\$1,211,665	(6.72%)
15	Prudential of America Group	0.47%	\$331,347	(41.84%)	\$974,713	(24.99%)
16	Interfinancial Inc.	0.38%	\$216,404	(45.88%)	\$783,760	(45.13%)
17	United Fire & Casualty Group	0.37%	(\$4,869)	(100.99%)	\$765,999	(64.35%)
18	Federated Mutual Group	0.33%	\$141,661	(20.27%)	\$677,486	(10.54%)
19	Ohio Casualty Group	0.32%	\$157,899	(23.63%)	\$660,855	(9.76%)
20	Motors Insurance Corporation	0.31%	\$158,029	(20.19%)	\$653,416	(21.13%)
21	American Express Group	0.20%	\$146,956	612.27%	\$419,257	*
22	EMC Insurance Companies	0.15%	\$74,096	(10.48%)	\$302,910	(10.67%)
23	Allmerica Financial Corporation	0.14%	\$78,257	(16.17%)	\$283,141	(19.98%)
24	Church Mutual Insurance Company	0.13%	\$56,659	(0.59%)	\$261,091	(4.50%)
25	CNA Insurance Group	0.12%	\$45,407	12.37%	\$243,991	182.59%

Top 25 Groups Total	**100.27%	\$47,456,187	(24.80%)	\$208,793,876	(11.56%)
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Total Market	100.00%	\$47,560,550	(31.88%)	\$208,235,343	(27.43%)
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

**Policy cancellations (negative premium written) resulted in a percentage greater than 100% for the Top 25 Groups.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$200,016,548	\$189,332,184	\$99,681,001
4th qtr 1996	\$177,362,736	\$165,157,360	\$94,731,554
1st qtr 1997	\$159,480,463	\$147,419,925	\$84,056,283
2nd qtr 1997	\$179,139,562	\$167,295,430	\$98,305,532
3rd qtr 1997	\$141,367,253	\$128,435,107	\$89,565,519
4th qtr 1997	\$120,850,580	\$103,885,946	\$65,243,600
1st qtr 1998	\$109,261,495	\$98,668,603	\$81,174,250
2nd qtr 1998	\$131,977,520	\$117,345,049	\$76,391,087
3rd qtr 1998	\$133,729,938	\$120,361,563	\$63,162,598
4th qtr 1998	\$98,101,087	\$83,420,802	\$59,422,695
1st qtr 1999	\$84,949,921	\$73,805,317	\$51,869,196
2nd qtr 1999	\$97,400,409	\$88,354,725	\$61,295,179
3rd qtr 1999	\$97,759,048	\$85,844,032	\$58,705,527
4th qtr 1999	\$76,937,349	\$69,149,917	\$39,799,794
1st qtr 2000	\$75,077,475	\$67,295,236	\$49,933,856
2nd qtr 2000	\$89,273,573	\$80,689,909	\$94,497,203
3rd qtr 2000	\$78,205,016	\$69,816,666	\$51,784,197
4th qtr 2000	\$56,157,895	\$51,145,700	\$49,347,526
1st qtr 2001	\$57,043,838	\$53,313,784	\$47,944,946
2nd qtr 2001	\$62,115,466	\$56,215,309	\$65,592,054
3rd qtr 2001	\$53,005,197	\$47,560,550	\$62,927,714

Homeowners Multiple Peril (Non-Rate-Regulated Companies)

There were 41 groups, 49 non-rate-regulated (Lloyds and Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the third quarter of 2001, as compared to 41 groups, 44 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	State Farm Group	31.49%	\$269,881,247	9.20%	\$914,515,395	1.57%
2	Zurich American Insurance Group	18.79%	\$140,030,367	2.87%	\$545,707,843	10.97%
3	Allstate Insurance Group	16.88%	\$153,040,943	34.50%	\$490,123,339	24.78%
4	USAA Group	4.99%	\$46,163,094	20.59%	\$144,776,021	19.76%
5	Citigroup	4.56%	\$37,441,945	9.49%	\$132,384,661	6.23%
6	Nationwide Corporation	2.96%	\$24,407,566	16.41%	\$86,038,552	10.51%
7	Chubb & Son Inc.	2.17%	\$17,521,016	17.25%	\$63,111,096	14.90%
8	Safeco Insurance Group	2.07%	\$16,039,566	(1.32%)	\$60,031,877	(2.28%)
9	Texas Farm Bureau Mutual	1.72%	\$14,572,156	15.20%	\$50,068,099	10.12%
10	Liberty Mutual Insurance Group	1.35%	\$10,828,267	50.45%	\$39,316,587	446.15%
11	Hartford Fire & Casualty Group	1.20%	\$9,657,443	10.16%	\$34,744,024	9.43%
12	CNA Insurance Group	1.07%	\$8,225,190	(3.74%)	\$31,169,018	6.15%
13	Winterthur U.S. Holding Group	1.01%	\$7,786,196	2.91%	\$29,442,246	(0.08%)
14	Titus Group	1.00%	\$8,246,844	1.14%	\$29,111,869	(3.07%)
15	Allianz Insurance Group	0.89%	\$6,968,717	14.68%	\$25,895,992	10.32%
16	UNITRIN Inc.	0.89%	\$6,644,640	128.98%	\$25,774,066	438.14%
17	American National Financial Group	0.87%	\$7,078,246	21.53%	\$25,373,525	16.91%
18	Amica Mutual Group	0.77%	\$6,681,932	9.39%	\$22,388,613	2.57%
19	Service Life Group	0.73%	\$6,316,262	143.73%	\$21,066,486	56.77%
20	Metropolitan Group	0.65%	\$5,418,892	38.48%	\$18,778,047	35.65%
21	Commercial Union Insurance Co's.	0.52%	\$3,668,102	(12.98%)	\$15,123,662	(5.06%)
22	Lumbermans Mutual Casualty Group	0.49%	\$3,887,002	1.11%	\$14,349,076	0.04%
23	Central Mutual Insurance Co. of Ohio	0.37%	\$2,962,876	6.33%	\$10,883,455	(3.75%)
24	Horace Mann Group	0.34%	\$2,833,926	11.12%	\$9,795,806	35.14%
25	Mortgage Bankers Group	0.33%	\$2,569,650	140.73%	\$9,602,859	36.33%

Top 25 Groups Total	98.13%	\$818,872,085	14.29%	\$2,849,572,214	11.62%
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Total Market	100.00%	\$835,310,638	14.72%	\$2,903,801,907	11.81%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$494,340,655	\$464,489,982	\$252,370,093
4th qtr 1996	\$430,160,770	\$403,966,114	\$223,122,413
1st qtr 1997	\$440,297,123	\$414,991,926	\$194,621,911
2nd qtr 1997	\$552,312,670	\$521,314,045	\$225,201,138
3rd qtr 1997	\$611,667,498	\$570,914,025	\$215,829,828
4th qtr 1997	\$530,982,459	\$497,981,965	\$168,184,498
1st qtr 1998	\$522,692,156	\$493,178,621	\$217,802,423
2nd qtr 1998	\$657,480,130	\$619,894,700	\$236,483,189
3rd qtr 1998	\$693,381,323	\$645,122,532	\$231,376,030
4th qtr 1998	\$607,767,859	\$560,167,896	\$234,499,846
1st qtr 1999	\$595,604,046	\$551,730,965	\$227,203,338
2nd qtr 1999	\$718,631,281	\$674,314,469	\$331,384,068
3rd qtr 1999	\$733,579,729	\$676,076,742	\$343,486,057
4th qtr 1999	\$627,878,419	\$577,398,110	\$261,252,721
1st qtr 2000	\$609,531,663	\$573,018,280	\$352,459,440
2nd qtr 2000	\$760,305,588	\$718,480,875	\$824,199,861
3rd qtr 2000	\$787,599,648	\$728,111,946	\$453,904,194
4th qtr 2000	\$625,424,631	\$621,401,055	\$389,471,574
1st qtr 2001	\$682,238,039	\$638,983,047	\$455,216,251
2nd qtr 2001	\$867,840,020	\$808,107,167	\$770,635,508
3rd qtr 2001	\$919,511,631	\$835,310,638	\$759,478,198

Workers' Compensation (All Companies)

There were 102 groups, 268 companies, that had direct written premium for Workers' Compensation in the third quarter of 2001, as compared to 103 groups, 274 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Texas Mutual Insurance Company	16.43%	\$93,452,832	43.50%	\$379,023,906	27.92%
2	Liberty Mutual Insurance Group	7.98%	\$51,541,342	6.29%	\$184,143,686	15.55%
3	Zurich American Insurance Group	7.80%	\$61,736,082	60.50%	\$180,005,339	44.00%
4	CNA Insurance Group	6.81%	\$45,178,505	31.65%	\$157,139,432	21.59%
5	Lumbermans Mutual Casualty Group	6.16%	\$20,642,302	2.05%	\$142,162,791	70.28%
6	American International Group	6.10%	\$42,838,577	11.72%	\$140,683,130	43.97%
7	Royal & Sun Alliance USA	3.65%	\$35,307,513	105.48%	\$84,147,827	38.76%
8	Hartford Fire & Casualty Group	3.64%	\$18,145,698	(8.05%)	\$84,029,454	19.33%
9	Swiss Reinsurance Group	2.83%	\$8,423,663	(32.12%)	\$65,320,179	371.26%
10	St. Paul Group	2.67%	\$14,405,929	23.12%	\$61,608,573	75.74%
11	Citigroup	2.43%	\$16,392,740	(6.89%)	\$56,122,377	(25.48%)
12	Old Republic Group	1.82%	\$13,496,311	82.60%	\$41,900,664	57.51%
13	ACE USA	1.67%	\$11,983,522	*	\$38,520,040	120.70%
14	Service Life Group	1.63%	\$9,203,301	87.18%	\$37,661,666	117.08%
15	Fairfax Financial	1.54%	\$9,492,184	(18.38%)	\$35,483,141	(7.35%)
16	Amerisafe Group	1.42%	\$7,802,449	(13.17%)	\$32,760,459	8.77%
17	Commercial Union Insurance Co's.	1.36%	\$5,624,812	(46.66%)	\$31,483,764	(21.10%)
18	Atlantic American Group	1.34%	\$5,283,181	(10.98%)	\$30,802,919	50.91%
19	Allianz Insurance Group	1.33%	\$4,632,336	(37.58%)	\$30,613,558	60.16%
20	Transport Holdings Inc.	1.30%	\$4,663,275	(42.09%)	\$30,069,290	26.88%
21	Safeco Insurance Group	1.26%	\$5,334,140	31.39%	\$29,073,352	49.40%
22	Chubb & Son Inc.	1.22%	\$5,762,233	49.84%	\$28,195,727	44.27%
23	UNITRIN Inc.	1.19%	\$10,425,422	29.03%	\$27,507,741	11.69%
24	Amerisure Companies	0.95%	\$6,886,120	66.12%	\$21,956,014	42.41%
25	Legion Insurance Group	0.91%	\$7,259,640	23.03%	\$20,916,062	7.09%

Top 25 Groups Total	85.46%	\$515,914,109	24.47%	\$1,971,331,091	33.38%
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Total Market	100.00%	\$618,914,067	18.68%	\$2,306,618,868	18.93%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$403,782,391	\$409,781,331	\$271,110,812
4th qtr 1996	\$375,796,251	\$395,841,983	\$303,408,073
1st qtr 1997	\$518,369,386	\$456,591,310	\$233,563,552
2nd qtr 1997	\$411,119,792	\$420,002,038	\$304,193,123
3rd qtr 1997	\$394,852,366	\$449,776,152	\$276,405,692
4th qtr 1997	\$400,005,300	\$414,469,778	\$279,869,817
1st qtr 1998	\$557,857,165	\$467,054,988	\$275,183,799
2nd qtr 1998	\$478,778,704	\$443,346,159	\$291,376,656
3rd qtr 1998	\$435,518,600	\$485,858,077	\$285,969,989
4th qtr 1998	\$370,192,580	\$397,415,576	\$332,405,108
1st qtr 1999	\$570,639,450	\$466,533,036	\$309,788,241
2nd qtr 1999	\$454,594,676	\$396,153,914	\$329,734,841
3rd qtr 1999	\$428,128,411	\$463,036,006	\$363,865,746
4th qtr 1999	\$427,037,725	\$411,558,142	\$358,702,869
1st qtr 2000	\$516,894,756	\$528,020,151	\$365,417,246
2nd qtr 2000	\$505,361,686	\$478,347,000	\$365,410,817
3rd qtr 2000	\$510,640,302	\$521,503,663	\$382,982,384
4th qtr 2000	\$536,927,546	\$498,835,430	\$414,830,680
1st qtr 2001	\$675,012,054	\$627,313,918	\$440,625,087
2nd qtr 2001	\$635,982,828	\$561,555,453	\$356,516,566
3rd qtr 2001	\$597,232,938	\$618,914,067	\$354,567,029

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	104.2%
1990	95.0%
1991	79.6%
1992	71.5%
1993	63.3%
1994	38.7%
1995	61.3%
1996	68.5%
1997	72.9%
1998	70.7%
1999	79.5%
2000	78.3%

Workers' Compensation (Voluntary Market)

There were 102 groups, 268 companies, that had voluntary direct written premium for Workers' Compensation in the third quarter of 2001, as compared to 103 groups, 273 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Texas Mutual Insurance Company	15.34%	\$87,946,204	46.20%	\$349,133,077	22.71%
2	Liberty Mutual Insurance Group	8.09%	\$51,541,342	6.33%	\$184,099,830	15.53%
3	Zurich American Insurance Group	7.91%	\$61,736,082	60.50%	\$180,005,339	44.00%
4	CNA Insurance Group	6.90%	\$45,178,505	31.65%	\$157,139,432	21.59%
5	Lumbermans Mutual Casualty Group	6.24%	\$20,642,302	2.05%	\$142,162,791	70.30%
6	American International Group	6.18%	\$42,838,577	11.72%	\$140,683,130	43.97%
7	Royal & Sun Alliance USA	3.70%	\$35,307,513	105.48%	\$84,147,827	38.76%
8	Hartford Fire & Casualty Group	3.69%	\$18,145,698	(8.05%)	\$84,029,454	19.33%
9	Swiss Reinsurance Group	2.87%	\$8,423,663	(32.12%)	\$65,320,179	371.26%
10	St. Paul Group	2.71%	\$14,405,929	23.12%	\$61,608,573	75.74%
11	Citigroup	2.47%	\$16,392,740	(6.89%)	\$56,122,377	(25.48%)
12	Old Republic Group	1.84%	\$13,496,311	82.60%	\$41,900,664	57.51%
13	ACE USA	1.69%	\$11,983,522	*	\$38,520,040	120.70%
14	Service Life Group	1.65%	\$9,203,301	87.18%	\$37,661,666	117.08%
15	Fairfax Financial	1.56%	\$9,492,184	(18.38%)	\$35,483,141	(7.35%)
16	Amerisafe Group	1.44%	\$7,802,449	(13.17%)	\$32,760,459	8.77%
17	Commercial Union Insurance Co's.	1.38%	\$5,624,812	(46.66%)	\$31,483,764	(21.10%)
18	Atlantic American Group	1.35%	\$5,283,181	(10.98%)	\$30,802,919	50.91%
19	Allianz Insurance Group	1.34%	\$4,632,336	(37.58%)	\$30,613,558	60.16%
20	Transport Holdings Inc.	1.32%	\$4,663,275	(42.09%)	\$30,069,290	26.88%
21	Safeco Insurance Group	1.28%	\$5,334,140	31.39%	\$29,073,352	49.40%
22	Chubb & Son Inc.	1.24%	\$5,762,233	49.84%	\$28,195,727	44.27%
23	UNITRIN Inc.	1.21%	\$10,425,422	29.03%	\$27,507,741	11.69%
24	Amerisure Companies	0.96%	\$6,886,120	66.07%	\$21,956,014	42.39%
25	Legion Insurance Group	0.92%	\$7,259,640	23.03%	\$20,916,062	7.09%

Top 25 Groups Total	85.27%	\$510,407,481	24.64%	\$1,941,396,406	32.42%
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Total Market	100.00%	\$613,407,439	18.75%	\$2,276,684,183	18.11%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$398,598,974	\$406,123,320	\$245,300,728
4th qtr 1996	\$373,057,831	\$395,421,448	\$282,512,093
1st qtr 1997	\$513,174,272	\$452,981,332	\$213,481,480
2nd qtr 1997	\$408,122,341	\$416,106,534	\$283,131,638
3rd qtr 1997	\$391,478,516	\$447,980,785	\$257,491,933
4th qtr 1997	\$397,952,485	\$420,604,994	\$264,596,740
1st qtr 1998	\$556,266,030	\$465,501,888	\$259,492,219
2nd qtr 1998	\$477,501,777	\$442,954,870	\$276,338,555
3rd qtr 1998	\$434,267,316	\$484,423,364	\$270,855,826
4th qtr 1998	\$369,355,592	\$396,584,847	\$319,769,145
1st qtr 1999	\$569,077,654	\$464,808,763	\$301,883,773
2nd qtr 1999	\$452,971,565	\$394,383,247	\$319,394,412
3rd qtr 1999	\$425,958,566	\$460,970,748	\$355,047,995
4th qtr 1999	\$423,333,897	\$409,633,529	\$348,765,029
1st qtr 2000	\$513,391,542	\$525,877,539	\$357,489,532
2nd qtr 2000	\$501,354,578	\$475,604,283	\$356,897,844
3rd qtr 2000	\$505,803,790	\$516,560,373	\$373,917,239
4th qtr 2000	\$532,210,760	\$493,985,273	\$405,377,102
1st qtr 2001	\$664,815,976	\$618,673,203	\$431,128,272
2nd qtr 2001	\$625,532,780	\$550,618,268	\$346,596,797
3rd qtr 2001	\$589,328,298	\$613,407,439	\$344,421,608

Workers' Compensation (Residual Market)

Workers' Compensation assigned risk policies could no longer be written after 12/31/93. As business runs off, all experience reported here will be that of the START program (Residual Market) reported by the Texas Mutual Insurance Company (formerly the Texas Workers Compensation Fund).

For the four quarters ending with the third quarter of 2001, the START program reported \$29,890,829 in direct premiums written. This accounted for 99.85% of all Residual Market experience reported and was an increase of 153.89% over the same period one year prior. Of this amount \$5,506,628 was written in the third quarter of 2001 which was a 10.85% increase from the third quarter of 2000.

The balance of all Workers' Compensation (page 40) minus the Voluntary Market (page 42) minus Residual Market experience reported above is due to runoff business, including retro adjustments and policy audits, reported on policies written prior to and including 12/31/93.

The table below includes data for all groups, including the Texas Mutual Insurance Company. The table on the following page contains data solely for the Texas Mutual Insurance Company. This table is included to better illustrate the experience of the START program.

QUARTERLY EXPERIENCE **All Groups**

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$5,183,417	\$3,658,011	\$25,810,084
4th qtr 1996	\$2,738,420	\$420,535	\$20,895,980
1st qtr 1997	\$5,195,114	\$3,609,978	\$20,082,072
2nd qtr 1997	\$2,997,451	\$3,895,504	\$21,061,485
3rd qtr 1997	\$3,373,850	\$1,795,367	\$18,913,759
4th qtr 1997	\$2,052,815	(\$6,135,216)	\$15,273,077
1st qtr 1998	\$1,591,135	\$1,553,100	\$15,691,580
2nd qtr 1998	\$1,276,927	\$391,289	\$15,038,101
3rd qtr 1998	\$1,251,284	\$1,434,713	\$15,114,163
4th qtr 1998	\$836,988	\$830,729	\$12,635,963
1st qtr 1999	\$1,561,796	\$1,724,273	\$7,904,468
2nd qtr 1999	\$1,623,111	\$1,770,667	\$10,340,429
3rd qtr 1999	\$2,169,845	\$2,065,258	\$8,817,751
4th qtr 1999	\$3,703,828	\$1,924,613	\$9,937,840
1st qtr 2000	\$3,503,214	\$2,142,612	\$7,927,714
2nd qtr 2000	\$4,007,108	\$2,742,717	\$8,512,973
3rd qtr 2000	\$4,836,512	\$4,943,290	\$9,065,145
4th qtr 2000	\$4,716,786	\$4,850,157	\$9,453,578
1st qtr 2001	\$10,196,078	\$8,640,715	\$9,496,815
2nd qtr 2001	\$10,450,048	\$10,937,185	\$9,919,769
3rd qtr 2001	\$7,851,500	\$5,506,628	\$10,145,421

QUARTERLY EXPERIENCE
Texas Mutual Insurance Company

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$5,183,417	\$2,722,400	\$2,354,828
4th qtr 1996	\$2,738,420	\$3,134,810	\$2,435,900
1st qtr 1997	\$5,195,114	\$3,709,751	\$2,085,326
2nd qtr 1997	\$2,997,451	\$3,897,390	\$1,965,869
3rd qtr 1997	\$3,373,850	\$2,010,153	\$2,380,981
4th qtr 1997	\$2,052,815	(\$6,127,062)	\$1,904,944
1st qtr 1998	\$1,591,135	\$1,440,596	\$1,607,940
2nd qtr 1998	\$1,276,927	\$433,992	\$1,465,267
3rd qtr 1998	\$1,251,284	\$1,371,071	\$1,663,833
4th qtr 1998	\$836,988	\$596,807	\$1,440,169
1st qtr 1999	\$1,561,796	\$1,972,223	\$1,332,155
2nd qtr 1999	\$1,623,111	\$1,876,459	\$1,130,990
3rd qtr 1999	\$2,169,845	\$2,068,199	\$1,028,397
4th qtr 1999	\$3,703,828	\$1,914,890	\$1,046,307
1st qtr 2000	\$3,503,214	\$2,142,612	\$848,612
2nd qtr 2000	\$4,007,108	\$2,747,725	\$982,492
3rd qtr 2000	\$4,836,512	\$4,967,684	\$1,169,864
4th qtr 2000	\$4,716,786	\$4,806,301	\$1,217,504
1st qtr 2001	\$10,196,078	\$8,640,715	\$1,479,063
2nd qtr 2001	\$10,450,048	\$10,937,185	\$2,001,118
3rd qtr 2001	\$7,851,500	\$5,506,628	\$1,844,449

Workers' Compensation (Deductible Plans)

There were 102 groups, 268 companies which wrote voluntary policies for Workers' Compensation in the third quarter of 2001, as compared to 97 groups, 247 companies in the third quarter of 2000.

The data contained in the following table represents direct policies written as new or renewal policies in the third quarter of 2001. The policies are adjusted to an annual basis (a six month policy is reported as 0.5). The premiums on direct policies written are total premiums (estimated if initial premium collected was a deposit or first installment premium).

It should be noted that the Total Premiums on Direct Policies Written After Deductible Credit as shown in the table on the following page will not equal the Total Direct Premiums Written on page 42. As referenced on page 2 of this report, Premiums on Policies Written captures the Direct Premiums Written in the designated quarter without adjustments for cancellations or endorsements and, therefore, may not match the written premium figures in the statutory Annual Statement. In contrast, Direct Premiums Written are reported using the same methods/rules used in completing the statutory Annual Statement.

The Premiums on Direct Policies Written are presented before any credits are given for the purchase of deductible plans, and, in the following column, after the credit has been given for the applicable deductible plan. This is presented in order to illustrate the effect deductible plans have on insureds' premiums. The final section of the table contains data which illustrate the volume of Workers' Compensation insurance written on policies which do not include a deductible plan.

WORKERS' COMPENSATION DEDUCTIBLE PLANS

	Policies Written 3rd Qtr 2001	Premium on Direct Policies Written Prior to Deductible Credit	Premium on Direct Policies Written After Deductible Credit	Percent of Reduction in Premiums
Per Accident Deductible Plan				
Premium of \$5,000 - \$9,999	37	\$270,204	\$242,785	10.15%
Premium of \$10,000 - \$24,999	49	\$757,729	\$649,956	14.22%
Premium of \$25,000 - \$49,999	15	\$493,650	\$418,539	15.22%
Premium of \$50,000 - \$74,999	14	\$818,832	\$648,847	20.76%
Premium of \$75,000 - \$100,000	7	\$628,392	\$515,737	17.93%
Total Per Accident Plan	122	\$2,968,807	\$2,475,864	16.60%
Aggregate Deductible Plan				
Premium of \$5,000 - \$9,999	10	\$66,922	\$57,117	14.65%
Premium of \$10,000 - \$24,999	19	\$320,151	\$269,200	15.91%
Premium of \$25,000 - \$49,999	11	\$361,428	\$293,055	18.92%
Premium of \$50,000 - \$74,999	7	\$433,544	\$355,083	18.10%
Premium of \$75,000 - \$100,000	3	\$242,054	\$190,695	21.22%
Total Aggregate Plan	50	\$1,424,099	\$1,165,150	18.18%
Per Accident/Aggregate Combination Deductible Plan				
Premium of \$5,000 - \$9,999	2	\$12,150	\$10,636	12.46%
Premium of \$10,000 - \$24,999	4	\$81,895	\$71,542	12.64%
Premium of \$25,000 - \$49,999	1	\$30,754	\$25,810	16.08%
Premium of \$50,000 - \$74,999	1	\$50,079	\$41,946	16.24%
Premium of \$75,000 - \$100,000	2	\$169,649	\$131,156	22.69%
Total Combination Plan	10	\$344,527	\$281,090	18.41%
Negotiated Deductible Plan				
Premium Up To \$100,000	390	\$13,245,903	\$3,647,340	72.46%
Premium of \$100,001 - \$150,000	127	\$14,639,064	\$3,669,641	74.93%
Premium of \$150,001 - \$250,000	101	\$20,375,020	\$5,428,073	73.36%
Premium of \$250,001 - \$350,000	46	\$13,807,822	\$4,089,122	70.39%
Premium of \$350,001 - \$500,000	46	\$19,836,839	\$4,638,469	76.62%
Premium of \$500,001 - \$750,000	35	\$21,442,226	\$4,521,010	78.92%
Premium of \$750,001 - \$1,000,000	33	\$29,050,794	\$7,082,421	75.62%
Premium of \$1,000,001 - \$2,500,000	62	\$99,155,095	\$16,140,634	83.72%
Premium of \$2,500,001 - \$5,000,000	21	\$77,301,116	\$6,743,540	91.28%
Premium of \$5,000,001 and above	11	\$168,332,711	\$16,058,800	90.46%
Total Negotiated Plan	872	\$477,186,590	\$72,019,050	84.91%
No Deductible Plan				
Premium Less Than \$5,000	23,418	\$37,738,599	\$37,738,599	0.00%
Premium of \$5,000 - \$9,999	5,155	\$36,870,900	\$36,870,900	0.00%
Premium of \$10,000 - \$24,999	4,424	\$68,918,400	\$68,918,400	0.00%
Premium of \$25,000 - \$49,999	1,723	\$60,722,249	\$60,722,249	0.00%
Premium of \$50,000 - \$74,999	633	\$38,404,248	\$38,404,248	0.00%
Premium of \$75,000 - \$100,000	355	\$30,138,773	\$30,138,773	0.00%
Premium Greater Than \$100,000	859	\$240,593,974	\$240,593,974	0.00%
Total No Deductible Plan	36,567	\$513,387,143	\$513,387,143	0.00%
TOTAL ALL PLANS	37,621	\$995,311,166	\$589,328,297	40.79%

Boiler & Machinery

There were 35 groups, 89 companies, that had direct written premium for Boiler & Machinery in the third quarter of 2001, as compared to 33 groups, 87 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR BOILER & MACHINERY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Allendale Group	21.34%	\$2,889,362	1.52%	\$10,983,433	12.46%
2	Citigroup	17.59%	\$1,946,780	9.94%	\$9,050,528	33.70%
3	Hartford Steam Boiler Group	11.82%	\$1,665,561	13.12%	\$6,082,992	(5.08%)
4	American International Group	10.09%	\$728,874	3.94%	\$5,190,035	113.19%
5	General Electric Group	8.93%	\$588,459	*	\$4,596,145	*
6	Chubb & Son Inc.	7.61%	\$1,489,256	94.85%	\$3,917,175	29.44%
7	CNA Insurance Group	7.48%	\$1,314,908	18.14%	\$3,846,811	69.56%
8	Zurich American Insurance Group	6.41%	\$1,168,102	10.74%	\$3,299,849	25.68%
9	St. Paul Group	1.85%	\$296,804	77.04%	\$950,360	32.44%
10	Allianz Insurance Group	1.43%	\$235,598	(33.23%)	\$737,874	(19.28%)
11	Liberty Mutual Insurance Group	1.14%	\$31,308	(93.04%)	\$587,181	(37.54%)
12	Federated Mutual Group	1.03%	\$180,373	*	\$530,488	859.07%
13	Allstate Insurance Group	0.54%	\$73,170	0.93%	\$280,363	14.78%
14	Tokio Marine Consolidated	0.37%	\$26,355	29.57%	\$191,327	161.68%
15	Fairfax Financial	0.35%	\$47,990	34.21%	\$178,225	68.15%
16	Sentry Insurance Group	0.30%	\$30,307	(17.05%)	\$152,170	(1.11%)
17	Safeco Insurance Group	0.25%	\$37,285	(18.20%)	\$130,589	(33.56%)
18	National American Insurance Company	0.19%	\$18,641	(77.05%)	\$95,728	(59.58%)
19	Royal & Sun Alliance USA	0.18%	\$23,709	*	\$91,494	203.84%
20	Houston Casualty Group	0.18%	\$0	*	\$90,688	81.38%
21	Hartford Fire & Casualty Group	0.14%	\$17,172	46.12%	\$71,961	65.60%
22	Bancinsure Inc	0.11%	\$15,519	164.65%	\$57,076	2.87%
23	Central Mutual Insurance Co. of Ohio	0.11%	\$14,106	(19.93%)	\$56,566	56.47%
24	Commercial Union Insurance Co's.	0.09%	\$5,556	(67.59%)	\$46,875	(36.62%)
25	Union Labor Group	0.08%	\$42,192	*	\$42,192	*

Top 25 Groups Total	99.61%	\$12,887,387	17.37%	\$51,258,125	37.31%
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Total Market	100.00%	\$12,945,869	16.71%	\$51,460,756	32.63%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$12,193,289	\$13,335,666	\$4,673,537
4th qtr 1996	\$11,635,320	\$12,211,138	\$12,159,442
1st qtr 1997	\$8,908,324	\$8,695,587	\$3,146,684
2nd qtr 1997	\$11,483,811	\$10,912,224	\$3,983,044
3rd qtr 1997	\$11,503,183	\$11,059,002	\$24,580,956
4th qtr 1997	\$16,282,971	\$12,296,349	\$9,237,517
1st qtr 1998	\$8,896,257	\$7,931,500	\$3,685,255
2nd qtr 1998	\$10,047,430	\$11,019,793	\$2,794,826
3rd qtr 1998	\$11,531,122	\$9,697,962	\$5,615,512
4th qtr 1998	\$10,471,900	\$13,372,498	\$4,468,434
1st qtr 1999	\$10,225,174	\$6,885,262	\$4,521,389
2nd qtr 1999	\$5,499,763	\$8,003,887	\$6,693,625
3rd qtr 1999	\$5,998,330	\$8,429,018	\$13,747,315
4th qtr 1999	\$5,739,554	\$11,594,584	\$26,973,664
1st qtr 2000	\$6,824,984	\$7,104,170	\$7,608,679
2nd qtr 2000	\$7,621,282	\$9,008,884	\$3,444,292
3rd qtr 2000	\$9,496,878	\$11,092,448	\$8,553,001
4th qtr 2000	\$11,021,834	\$14,813,929	\$15,462,968
1st qtr 2001	\$9,322,472	\$10,668,808	\$6,262,083
2nd qtr 2001	\$11,069,306	\$13,032,150	\$2,476,461
3rd qtr 2001	\$11,525,949	\$12,945,869	\$4,362,728

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	40.8%
1990	225.6%
1991	124.5%
1992	13.0%
1993	79.5%
1994	39.9%
1995	43.4%
1996	71.1%
1997	74.2%
1998	39.2%
1999	186.8%
2000	53.4%

Commercial Crime

There were 41 groups, 80 companies, that had direct written premium for Commercial Crime in the third quarter of 2001, as compared to 39 groups, 91 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL CRIME

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Chubb & Son Inc.	41.19%	\$590,720	(62.42%)	\$3,689,723	(44.24%)
2	Zurich American Insurance Group	11.35%	\$241,622	24.25%	\$1,016,466	54.03%
3	Citigroup	7.71%	\$15,974	(89.09%)	\$690,846	21.65%
4	American International Group	7.55%	\$140,673	9.15%	\$676,158	30.13%
5	St. Paul Group	5.29%	\$99,825	150.51%	\$473,486	22.50%
6	CNA Insurance Group	4.82%	\$103,434	8.17%	\$431,630	52.18%
7	Guidant Insurance Group	4.06%	\$74,161	(6.97%)	\$363,457	3.60%
8	Hartford Fire & Casualty Group	3.81%	\$85,752	4.44%	\$341,011	(10.73%)
9	Federated Mutual Group	2.18%	\$54,669	(14.10%)	\$195,256	(11.98%)
10	American Financial Insurance Group	1.91%	\$52,290	169.48%	\$171,037	61.63%
11	Bancinsure Inc	1.51%	\$34,343	20.94%	\$135,616	80.26%
12	UNITRIN Inc.	1.15%	\$18,651	(20.60%)	\$102,788	35.45%
13	Liberty Mutual Insurance Group	1.02%	\$33,871	104.14%	\$91,606	(17.42%)
14	Allendale Group	0.96%	\$3,107	(79.46%)	\$85,938	115.60%
15	Sentry Insurance Group	0.86%	\$23,037	84.78%	\$77,331	54.07%
16	United Fire & Casualty Group	0.83%	\$28,736	88.15%	\$74,088	237.22%
17	Lumbermans Mutual Casualty Group	0.82%	\$18,444	(6.54%)	\$73,788	(4.13%)
18	Royal & Sun Alliance USA	0.75%	\$20,980	(58.98%)	\$67,373	(46.31%)
19	Chrysler Group	0.48%	\$28,069	136.75%	\$43,072	70.97%
20	Millers First Insurance Companies	0.36%	\$4,837	(7.92%)	\$32,351	70.95%
21	National American Insurance Company	0.35%	\$7,302	*	\$31,388	*
22	Fairfax Financial	0.34%	\$7,911	(59.06%)	\$30,532	(53.15%)
23	EMC Insurance Companies	0.23%	\$3,205	(27.29%)	\$20,371	15.74%
24	W. R. Berkley Corporation	0.11%	\$507	136.61%	\$9,880	14.82%
25	Harco National Insurance Company	0.10%	\$3,097	16.17%	\$8,543	(0.66%)

Top 25 Groups Total **99.74%** **\$1,695,217** **(35.94%)** **\$8,933,735** **(17.40%)**

Total Market **100.00%** **\$1,709,119** **(35.87%)** **\$8,957,107** **(18.49%)**

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$2,630,416	\$2,672,105	\$559,800
4th qtr 1996	\$2,865,948	\$2,817,165	(\$261,036)
1st qtr 1997	\$2,326,215	\$2,240,161	\$685,650
2nd qtr 1997	\$2,596,971	\$2,758,586	\$479,870
3rd qtr 1997	\$2,452,389	\$3,084,964	\$337,194
4th qtr 1997	\$2,992,214	\$2,659,011	\$901,799
1st qtr 1998	\$2,494,468	\$2,609,493	\$1,506,546
2nd qtr 1998	\$2,689,070	\$2,755,087	\$499,866
3rd qtr 1998	\$3,196,591	\$3,372,786	\$523,781
4th qtr 1998	\$3,275,081	\$3,706,197	\$1,214,208
1st qtr 1999	\$2,305,794	\$2,607,287	\$249,095
2nd qtr 1999	\$1,407,701	\$2,919,957	\$1,153,070
3rd qtr 1999	\$1,913,296	\$2,375,385	\$826,469
4th qtr 1999	\$1,453,101	\$3,093,898	\$847,005
1st qtr 2000	\$2,298,539	\$2,395,113	\$144,981
2nd qtr 2000	\$2,764,361	\$2,835,158	\$503,188
3rd qtr 2000	\$2,447,445	\$2,665,016	\$447,320
4th qtr 2000	\$2,932,337	\$3,189,332	(\$55,027)
1st qtr 2001	\$2,645,328	\$1,940,058	\$216,427
2nd qtr 2001	\$2,958,524	\$2,118,598	\$214,678
3rd qtr 2001	\$1,948,083	\$1,709,119	\$389,305

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	29.9%
1990	27.3%
1991	29.7%
1992	24.6%
1993	18.5%
1994	22.5%
1995	16.1%
1996	19.4%
1997	13.2%
1998	13.3%
1999	19.6%
2000	21.2%

Commercial Glass

There were 18 groups, 33 companies, that had direct written premium for Commercial Glass in the third quarter of 2001, as compared to 20 groups, 40 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL GLASS

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	UNITRIN Inc.	29.83%	\$23,877	(9.92%)	\$100,871	(23.81%)
2	Zurich American Insurance Group	14.83%	\$10,627	(3.54%)	\$50,133	(7.49%)
3	United Fire & Casualty Group	11.10%	\$8,253	(20.20%)	\$37,526	61.51%
4	ACE USA	9.20%	\$585	(43.53%)	\$31,095	803.92%
5	Ohio Casualty Group	7.86%	\$5,455	(42.12%)	\$26,590	(18.90%)
6	Sentry Insurance Group	6.26%	\$6,280	(73.72%)	\$21,155	(45.15%)
7	EMC Insurance Companies	5.65%	\$5,141	(53.99%)	\$19,103	(45.56%)
8	St. Paul Group	3.03%	\$2,330	(49.47%)	\$10,256	(10.89%)
9	Safeco Insurance Group	2.61%	\$612	(86.82%)	\$8,828	(42.93%)
10	Federated Mutual Group	2.61%	\$2,046	9.94%	\$8,814	(26.24%)
11	Allianz Insurance Group	1.43%	\$866	*	\$4,826	*
12	Beacon Insurance Group	1.15%	\$1,293	17.55%	\$3,888	24.62%
13	Citigroup	1.04%	\$1,429	8.18%	\$3,522	2.89%
14	Transport Holdings Inc.	0.73%	\$0	(100.00%)	\$2,479	(71.74%)
15	Royal & Sun Alliance USA	0.70%	\$0	(100.00%)	\$2,355	(71.43%)
16	Guidant Insurance Group	0.54%	\$207	(69.42%)	\$1,815	(21.26%)
17	Swiss Reinsurance Group	0.44%	\$0	*	\$1,472	*
18	State Farm Group	0.41%	\$395	64.58%	\$1,379	31.46%
19	Hartford Fire & Casualty Group	0.34%	\$758	15.55%	\$1,155	6.06%
20	Nationwide Corporation	0.09%	\$0	(100.00%)	\$291	(86.14%)
21	Commercial Union Insurance Co's.	0.08%	\$257	*	\$257	*
22	Miller Insurance Group	0.07%	\$0	(100.00%)	\$241	(84.63%)
23	Allmerica Financial Corporation	0.01%	(\$115)	*	\$44	(86.03%)
24	Utica National Insurance Group	0.01%	\$0	*	\$26	0.00%
25	Pennsylvania Lumbermens Mutual Ins.	0.00%	\$0	*	\$16	*

Top 25 Groups Total	100.00%	\$70,296	(39.49%)	\$338,137	(13.44%)
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Total Market	100.00%	\$70,296	(39.60%)	\$338,137	** (14.11%)
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$165,453	\$140,389	\$36,889
4th qtr 1996	\$156,778	\$121,243	\$36,288
1st qtr 1997	\$144,373	\$123,484	\$21,580
2nd qtr 1997	\$165,662	\$133,383	\$21,667
3rd qtr 1997	\$183,474	\$148,195	\$29,200
4th qtr 1997	\$178,081	\$127,958	\$78,633
1st qtr 1998	\$152,653	\$131,204	\$30,881
2nd qtr 1998	\$156,004	\$122,852	\$12,492
3rd qtr 1998	\$137,403	\$121,708	\$31,776
4th qtr 1998	\$126,047	\$110,220	\$22,533
1st qtr 1999	\$130,797	\$99,480	\$24,088
2nd qtr 1999	\$126,187	\$96,525	\$97,073
3rd qtr 1999	\$132,087	\$92,232	\$13,833
4th qtr 1999	\$120,348	\$86,001	\$30,482
1st qtr 2000	\$127,941	\$87,786	\$29,669
2nd qtr 2000	\$128,064	\$103,528	\$225,475
3rd qtr 2000	\$154,216	\$116,377	\$22,938
4th qtr 2000	\$106,321	\$77,656	\$10,619
1st qtr 2001	\$101,722	\$75,433	\$13,403
2nd qtr 2001	\$152,748	\$114,752	\$14,740
3rd qtr 2001	\$97,993	\$70,296	\$9,134

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

<u>Year</u>	<u>Loss Ratio</u>
1989	30.2%
1990	24.9%
1991	36.9%
1992	8.0%
1993	25.2%
1994	17.4%
1995	32.9%
1996	23.7%
1997	31.2%*
1998	56.3%
1999	60.9%
2000	98.9%

* Beginning 1997, Commercial Glass is reported under Allied Lines on the Annual Statement; therefore, the Loss Ratios for this and subsequent years represents all coverages reported under Allied Lines.

Medical Professional Liability

There were 37 groups, 61 companies, that had direct written premium for Medical Professional Liability (includes regulated and non-rate-regulated companies) in the third quarter of 2001, as compared to 35 groups, 54 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MEDICAL PROFESSIONAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Health Care Indemnity Inc.	24.72%	(\$836,532)	58.40%	\$91,840,609	22.42%
2	General Electric Group	16.05%	\$22,964,008	19.80%	\$59,614,379	25.00%
3	Allianz Insurance Group	6.83%	\$9,855,535	499.09%	\$25,357,418	436.88%
4	FPIC Insurance Group Inc	5.97%	\$6,865,455	17.52%	\$22,179,651	49.44%
5	St. Paul Group	5.75%	\$8,748,926	(15.51%)	\$21,376,284	(7.17%)
6	MIIX Insurance Group	5.22%	\$5,289,098	(20.20%)	\$19,402,244	(6.71%)
7	Pennsylvania Casualty Group	4.76%	\$1,128,360	(56.48%)	\$17,693,863	44.14%
8	SCPIE Companies	4.68%	\$4,786,124	45.70%	\$17,381,182	147.31%
9	Doctors Company Group	4.22%	\$7,625,302	759.28%	\$15,663,096	135.07%
10	American Physicians Ins. Exchange	4.19%	\$6,572,199	12.84%	\$15,576,707	5.23%
11	CNA Insurance Group	2.51%	\$717,829	(43.84%)	\$9,315,264	101.32%
12	Clarendon Insurance Group	2.23%	\$499,536	(58.31%)	\$8,300,603	260.68%
13	Chubb & Son Inc.	2.16%	\$1,386,889	(14.44%)	\$8,013,700	14.11%
14	Mutual Assurance Companies	1.41%	\$744,639	8.00%	\$5,221,765	11.38%
15	Texas Hospital Insurance Exchange	1.28%	\$1,913,033	8.01%	\$4,756,786	(9.92%)
16	Fairfax Financial	1.20%	\$1,411,163	26.21%	\$4,440,051	53.31%
17	Texas Medical Liab. Underwriting Assoc.	1.13%	\$1,475,540	171.91%	\$4,210,480	69.30%
18	Zurich American Insurance Group	0.96%	\$2,593,154	279.12%	\$3,581,087	10.64%
19	National Chiropractic Mutual Ins. Co.	0.81%	\$764,323	13.30%	\$3,015,623	3.16%
20	Legion Insurance Group	0.66%	\$813,518	10.95%	\$2,435,377	39.02%
21	Podiatry Insurance Co. of America RRG	0.64%	\$1,216,965	18.19%	\$2,371,000	12.02%
22	ACE USA	0.52%	\$783,525	246.65%	\$1,922,000	92.75%
23	Bancinsure Inc	0.46%	\$1,716,189	*	\$1,716,189	*
24	Preferred Professional Insurance Company	0.46%	\$33,721	*	\$1,690,503	(7.71%)
25	Texas Medical Insurance Company	0.34%	\$612,017	51.84%	\$1,276,579	63.18%
Top 25 Groups Total		99.17%	\$89,680,516	35.50%	\$368,352,440	36.52%
Total Market		100.00%	\$90,141,055	30.75%	\$371,448,688	26.45%

* Premiums from prior reporting period were \$0, less than \$0, or negligible.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$63,825,546	\$66,636,774	\$49,184,495
4th qtr 1996	\$44,450,328	\$37,813,818	\$62,181,423
1st qtr 1997	\$135,310,533	\$133,934,292	\$43,211,466
2nd qtr 1997	\$41,238,656	\$46,207,164	\$47,743,217
3rd qtr 1997	\$69,152,199	\$67,960,393	\$45,288,575
4th qtr 1997	\$40,887,870	\$38,739,726	\$39,743,157
1st qtr 1998	\$140,239,837	\$152,219,574	\$59,734,296
2nd qtr 1998	\$39,867,221	\$46,328,066	\$45,995,696
3rd qtr 1998	\$63,699,946	\$65,433,921	\$72,182,018
4th qtr 1998	\$44,926,900	\$49,931,661	\$65,687,566
1st qtr 1999	\$143,714,378	\$153,831,660	\$45,490,283
2nd qtr 1999	\$35,833,747	\$35,442,419	\$102,810,102
3rd qtr 1999	\$74,001,990	\$69,189,438	\$50,252,064
4th qtr 1999	\$41,930,065	\$40,483,584	\$79,374,396
1st qtr 2000	\$137,093,402	\$139,488,404	\$96,644,607
2nd qtr 2000	\$42,351,811	\$44,844,296	\$107,273,832
3rd qtr 2000	\$65,378,912	\$68,942,814	\$69,209,753
4th qtr 2000	\$52,031,103	\$48,828,768	\$113,524,381
1st qtr 2001	\$150,144,012	\$165,116,779	\$83,398,570
2nd qtr 2001	\$53,904,208	\$67,362,086	\$75,367,357
3rd qtr 2001	\$94,725,837	\$90,141,055	\$81,369,084

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

Year	Loss Ratio
1989	100.5%
1990	131.2%
1991	113.6%
1992	105.9%
1993	102.5%
1994	92.0%
1995	87.7%
1996	80.1%
1997	69.2%
1998	90.5%
1999	98.1%
2000	98.3%

Miscellaneous Professional Liability

There were 33 groups, 73 companies, that had direct written premium for Miscellaneous Professional Liability in the third quarter of 2001, as compared to 36 groups, 80 companies, in the third quarter of 2000.

The table below represents the top 25 groups for direct written premium based on a sum of the most recent four quarters. Also included is a comparison of direct written premium in the third quarter of 2001 to direct written premium in the third quarter of 2000 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MISC. PROFESSIONAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 3rd Quarter 2001	% Change 3rd Quarter 2000 to 2001	4 Quarters Ending 3rd Qtr 2001	% Change 4 Qtrs Ending 2000 to 2001
1	Chubb & Son Inc.	46.86%	\$20,750,500	(14.55%)	\$76,332,481	(2.76%)
2	Legion Insurance Group	13.25%	\$218,172	(68.85%)	\$21,587,080	721.97%
3	St. Paul Group	12.19%	\$6,598,201	94.54%	\$19,862,484	66.30%
4	General Electric Group	5.04%	\$600,550	(81.29%)	\$8,218,065	(28.79%)
5	Mt. Hawley Insurance Group	2.66%	\$1,218,259	135.35%	\$4,330,256	65.78%
6	Lumbermans Mutual Casualty Group	2.58%	\$1,134,622	61.09%	\$4,206,919	120.15%
7	Allianz Insurance Group	2.25%	\$548,723	(12.43%)	\$3,668,887	14.84%
8	AON Corporation	1.89%	\$873,639	*	\$3,080,444	*
9	Nationwide Corporation	1.83%	\$429,277	(13.78%)	\$2,988,956	(2.90%)
10	Berkshire-Hathaway (GEICO)	1.56%	\$89,200	(77.03%)	\$2,548,521	(7.48%)
11	Safeco Insurance Group	1.46%	\$429,963	13.09%	\$2,381,434	82.44%
12	General Agents Group	1.26%	\$0	(100.00%)	\$2,049,334	30.52%
13	US Investment Corporation	1.04%	\$506,816	43.54%	\$1,690,947	46.50%
14	ACE USA	0.94%	\$596,385	447.27%	\$1,525,081	271.15%
15	Markel Corporation Group	0.84%	\$145,729	(30.69%)	\$1,367,215	12.48%
16	Associates Insurance Group	0.81%	\$55,464	(46.32%)	\$1,316,108	114.02%
17	Citigroup	0.81%	\$392,053	*	\$1,311,790	*
18	Old Republic Group	0.77%	\$78,126	*	\$1,261,761	158.51%
19	W. R. Berkley Corporation	0.57%	\$309,785	(32.31%)	\$936,133	(2.26%)
20	Allmerica Financial Corporation	0.33%	\$67,359	29.25%	\$534,849	82.83%
21	Medmark Insurance Group	0.33%	\$0	(100.00%)	\$533,825	(89.39%)
22	Fairfax Financial	0.29%	\$137,082	31.32%	\$469,793	(4.78%)
23	Utica National Insurance Group	0.28%	\$83,371	(29.43%)	\$455,858	(14.15%)
24	American RE Group	0.20%	\$293,439	*	\$326,072	635.39%
25	Triangle Insurance Company Inc.	0.13%	\$51,803	37.78%	\$204,982	18.70%

Top 25 Groups Total	**100.17%	\$35,608,518	(10.50%)	\$163,189,275	22.96%
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Total Market	100.00%	\$35,738,881	22.37%	\$162,905,863	27.18%
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* Premiums from prior reporting period were \$0, less than \$0, or negligible.

**Policy cancellations (negative premium written) resulted in a percentage greater than 100% for the Top 25 Groups.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1996	\$32,715,492	\$31,248,128	\$3,969,627
4th qtr 1996	\$37,389,967	\$35,404,034	\$8,312,629
1st qtr 1997	\$26,180,108	\$24,480,345	\$11,126,143
2nd qtr 1997	\$37,729,953	\$35,283,484	\$4,273,960
3rd qtr 1997	\$37,815,158	\$33,745,952	\$6,644,389
4th qtr 1997	\$33,119,109	\$31,800,346	\$9,039,612
1st qtr 1998	\$27,705,025	\$26,154,794	\$9,246,158
2nd qtr 1998	\$33,711,307	\$31,193,925	\$4,729,190
3rd qtr 1998	\$46,612,471	\$35,971,950	\$5,595,642
4th qtr 1998	\$35,907,691	\$36,056,575	\$13,397,168
1st qtr 1999	\$27,749,694	\$27,841,362	\$6,070,417
2nd qtr 1999	\$34,283,279	\$32,201,481	\$5,840,753
3rd qtr 1999	\$39,816,439	\$35,085,917	\$10,638,238
4th qtr 1999	\$33,294,548	\$31,278,739	\$13,470,874
1st qtr 2000	\$28,787,985	\$32,539,979	\$15,208,574
2nd qtr 2000	\$34,839,821	\$35,060,607	\$9,638,111
3rd qtr 2000	\$40,383,080	\$29,206,486	\$25,472,831
4th qtr 2000	\$35,972,379	\$34,102,932	\$30,697,566
1st qtr 2001	\$31,106,059	\$33,153,124	\$18,420,637
2nd qtr 2001	\$27,379,296	\$59,910,926	\$13,144,955
3rd qtr 2001	\$32,991,326	\$35,738,881	\$15,362,707

EARNED TO INCURRED LOSS RATIO BY YEAR

Based on Annual Statement data from NAIC: incurred losses (LAE excluded) / earned premium

Year	Loss Ratio *
1989	77.6%
1990	89.2%
1991	91.3%
1992	102.9%
1993	102.8%
1994	64.8%
1995	96.7%
1996	99.0%
1997	51.8%
1998	58.6%
1999	63.8%
2000	74.1%

* *Miscellaneous Professional Liability is reported under General Liability on the Annual Statement; therefore, the Loss Ratios represent all coverages reported under General Liability.*

Complaint Data

The following chart presents a comparison of written complaints received and closed by TDI in the third quarter of 2001 and the third quarter of 2000. Also included are the number of direct policies written and the percent of complaints per policy for each line of business.

Line of Business	3RD QUARTER 2001			3RD QUARTER 2000		
	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy
Product Liability	0	10,034	0.00000%	1	10,426	0.00959%
General Liability - Other+	77	218,312	0.03527%	56	202,759	0.02762%
Fire & Allied Lines	20	46,266	0.04323%	17	45,927	0.03702%
Commercial Multiple Peril	35	76,711	0.04563%	16	76,048	0.02104%
Private Passenger Auto++	3,275	4,877,812	0.06714%	2,433	5,229,364	0.04653%
Homeowners	1,109	1,140,457	0.09724%	459	1,095,673	0.04189%
Workers' Compensation+++	40	37,819	0.10577%	32	43,315	0.07388%
Boiler & Machinery		**	**		**	**
Commercial Crime		**	**		**	**
Commercial Glass		**	**		**	**
Medical Professional Liability	9	15,436	0.05831%	6	13,755	0.04362%
Misc. Professional Liability	5	7,025	0.07117%	0	9,614	0.00000%

+ The General Electric Group wrote 17,982 small premium pre-paid legal policies in the 3rd quarter of 2001 and 23,299 policies in the 3rd quarter of 2000 that were excluded from the above table.

++ Policies that included both Voluntary Liability and Physical Damage coverage reported a policy count in each category.

+++ Complaints generally relate to rates, class codes, and experience modifiers. Complaints regarding adjusting and benefits are processed by the Texas Mutual Insurance Company and are not reflected in this report.

** Complaints are not tracked for this line of business.

The number of complaints attributable to any one insurer was not significant, except for Private Passenger Auto and Homeowners. The complaint data for the top 25 groups (ranking based on number of policies written in the third quarter of 2001) for these two lines of insurance are presented on the next two pages.

**PRIVATE PASSENGER AUTO
THIRD QUARTER DATA
LISTED BY PERCENT OF COMPLAINTS PER POLICY**

2001 Policies Written Rank	Group Name	3RD QUARTER 2001			3RD QUARTER 2000		
		Number of Complaints	Number of Policies Written	Percent of Complaints per Policy	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy
11	Home State Insurance Group	253	100,119	0.25270%	126	97,810	0.12882%
23	Mercury General Group	48	22,296	0.21529%	39	9,997	0.39012%
20	Safeway Insurance Group	52	24,446	0.21271%	15	11,232	0.13355%
12	Old American County Mutual Fire Ins Co	196	92,532	0.21182%	122	75,007	0.16265%
19	Titus Group	44	25,181	0.17473%	121	46,504	0.26019%
6	Texas St National Group	294	182,586	0.16102%	284	304,819	0.09317%
17	Liberty Mutual Group	46	30,241	0.15211%	50	29,121	0.17170%
25	Metropolitan Group	25	20,284	0.12325%	12	19,074	0.06291%
5	Progressive Group	200	208,698	0.09583%	154	825,761	0.01865%
7	Nationwide Corp	124	133,999	0.09254%	69	107,965	0.06391%
14	Credit Suisse Group	41	44,532	0.09207%	20	37,399	0.05348%
22	CNA Insurance Group	20	23,143	0.08642%	22	32,254	0.06821%
21	Prudential Of America	20	23,671	0.08449%	16	15,251	0.10491%
16	Hartford Fire & Casualty Group	30	36,936	0.08122%	25	37,180	0.06724%
8	UNITRIN Inc.	93	123,018	0.07560%	38	90,539	0.04197%
15	Safeco Insurance Group	26	37,886	0.06863%	20	40,514	0.04937%
10	Berkshire-Hathaway (GEICO)	82	121,079	0.06772%	99	133,468	0.07418%
3	Allstate Insurance Group	388	584,547	0.06638%	250	539,997	0.04630%
2	Zurich Insurance Group	398	922,549	0.04314%	216	829,545	0.02604%
13	Citigroup	28	65,112	0.04300%	21	67,456	0.03113%
24	Germania Insurance Group	8	21,883	0.03656%	4	17,824	0.02244%
4	USAA Group	79	216,513	0.03649%	46	211,454	0.02175%
9	Southern Farm Bureau Casualty	30	121,252	0.02474%	26	114,246	0.02276%
1	State Farm Group	187	1,434,680	0.01303%	180	1,338,111	0.01345%
18	National Unity Insurance Company	2	27,111	0.00738%	2	1,696	0.11792%
	(All other licensed insurers)	557	233,518	0.15117%	455	377,663	0.10009%
	(No company identified)*	4			1		
TOTAL		3,275	4,877,812	0.06296%	2,433	5,411,887	0.04353%

* Generally includes complaints where either: (a) no company was identified by complainant, (b) company was non-admitted (surplus lines), or (c) complaint was against an agent.

Complaint Data

HOMEOWNERS THIRD QUARTER DATA LISTED BY PERCENT OF COMPLAINTS PER POLICY

2001 Policies Written Rank	Group Name	3RD QUARTER 2001			3RD QUARTER 2000		
		Number of Complaints	Number of Policies Written	Percent of Complaints per Policy	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy
11	Home State Insurance Group	253	100,119	0.25270%	126	97,810	0.12882%
23	Mercury General Group	48	22,296	0.21529%	39	9,997	0.39012%
20	Safeway Insurance Group	52	24,446	0.21271%	15	11,232	0.13355%
12	Old American County Mutual Fire Ins Co	196	92,532	0.21182%	122	75,007	0.16265%
19	Titus Group	44	25,181	0.17473%	121	46,504	0.26019%
6	Texas St National Group	294	182,586	0.16102%	284	304,819	0.09317%
17	Liberty Mutual Group	46	30,241	0.15211%	50	29,121	0.17170%
25	Metropolitan Group	25	20,284	0.12325%	12	19,074	0.06291%
5	Progressive Group	200	208,698	0.09583%	154	825,761	0.01865%
7	Nationwide Corp	124	133,999	0.09254%	69	107,965	0.06391%
14	Credit Suisse Group	41	44,532	0.09207%	20	37,399	0.05348%
22	CNA Insurance Group	20	23,143	0.08642%	22	32,254	0.06821%
21	Prudential Of America	20	23,671	0.08449%	16	15,251	0.10491%
16	Hartford Fire & Casualty Group	30	36,936	0.08122%	25	37,180	0.06724%
8	UNITRIN Inc.	93	123,018	0.07560%	38	90,539	0.04197%
15	Safeco Insurance Group	26	37,886	0.06863%	20	40,514	0.04937%
10	Berkshire-Hathaway (GEICO)	82	121,079	0.06772%	99	133,468	0.07418%
3	Allstate Insurance Group	388	584,547	0.06638%	250	539,997	0.04630%
2	Zurich Insurance Group	398	922,549	0.04314%	216	829,545	0.02604%
13	Citigroup	28	65,112	0.04300%	21	67,456	0.03113%
24	Germania Insurance Group	8	21,883	0.03656%	4	17,824	0.02244%
4	USAA Group	79	216,513	0.03649%	46	211,454	0.02175%
9	Southern Farm Bureau Casualty	30	121,252	0.02474%	26	114,246	0.02276%
1	State Farm Group	187	1,434,680	0.01303%	180	1,338,111	0.01345% ¹⁸
18	National Unity Insurance Company	2	27,111	0.00738%	2	1,696	0.11792%
	(All other licensed insurers)	231	233,518	0.15117%	122	377,663	0.10009%
	(No company identified)*	1			2		
TOTALS		1,109	1,140,457	0.09154%	459	1,095,673	0.03888%

* Generally includes complaints where either: (a) no company was identified by complainant, (b) company was non-admitted (surplus lines), or (c) complaint was against an agent.

County Mutual Companies

NAMES OF GROUPS AND CORRESPONDING COUNTY MUTUAL COMPANIES

GROUPS

COUNTY MUTUAL COMPANIES

Allianz Insurance Group	Fireman's Fund County Mutual Insurance Company
Allstate Insurance Group	Allstate County Mutual Insurance Company
American National Financial Group	American National County Mutual Insurance Company
Capitol County Group	Capitol County Mutual Fire Insurance Company
Credit Suisse Group	Southern County Mutual Insurance Company
Fairfax Financial	Industrial County Mutual Insurance Company
General Agents Group	Gainsco County Mutual Insurance Company
Great American E&S Insurance Company	Great Texas County Mutual Insurance Company
Home State County Mutual Insurance Company	Home State County Mutual Insurance Company
Mercury General Group	Mercury County Mutual Insurance Company
Nationwide Corporation	Colonial County Mutual Insurance Company
Old American County Mutual Fire Insurance Company	Old American County Mutual Fire Insurance Company
Progressive Group	Progressive County Mutual Insurance Company
Royal & Sun Alliance USA	Viking County Mutual Insurance Company
Safeway Insurance Group	Oak Brook County Mutual Insurance Company
Sentry Insurance Group	Dairyland County Mutual Insurance Company of Texas
Southern Farm Bureau Casualty	Farm Bureau County Mutual Insurance Company
State Farm Group	State Farm County Mutual Insurance Company
Texas State National Group	State & County Mutual Fire Insurance Company
Titus Group	Consumers County Mutual Insurance Company
USAA Group	USAA County Mutual Insurance Company
UNITRIN Group	Charter County Mutual Insurance Company
Zurich American Insurance Group	Foremost County Mutual Insurance Company
Zurich American Insurance Group	Farmers Texas County Mutual Insurance Company

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