

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 on 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.

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 MARCH 1997

	Number Of Groups/Companies	Number Of Policies Written	Premiums On Policies Written	Direct Written Premiums	Direct Losses Paid
PRODUCT LIABILITY	71 / 197	35,958	\$90,559,738	\$98,154,673	\$81,027,274
GENERAL LIABILITY - OTHER	153 / 356	707,786 ⁺	\$848,906,365	\$992,591,355	\$704,548,767
COMMERCIAL FIRE & ALLIED	103 / 255	270,800	\$309,101,246	\$325,197,298	\$201,109,826
COMMERCIAL MULTIPLE PERIL	97 / 261	264,033	\$879,113,245	\$931,936,654	\$567,928,419
PRIVATE PASSENGER AUTO					
VOLUNTARY (VOL) LIABILITY	84 / 219	10,078,377	\$5,833,235,327	\$5,376,711,920	\$3,029,537,544
ASSIGNED RISK LIABILITY	37 / 41	242,182	\$191,780,286	\$122,301,636	\$215,788,851
PHYSICAL DAMAGE	84 / 216	7,150,249	\$2,717,264,083	\$2,575,073,908	\$1,862,491,512
TOTAL PPA	90 / 228	17,470,808 ⁺⁺	\$8,742,279,696	\$8,074,087,464	\$5,107,817,907
HOMEOWNERS MULTIPLE PERIL	72 / 167	3,365,821	\$2,576,436,050	\$2,429,667,898	\$1,362,316,807
WORKERS' COMPENSATION					
VOL PREMIUMS < \$5,000		84,467	\$137,870,066	**	**
VOL PREMIUMS \$5,000 - \$100,000		40,988	\$770,552,371	**	**
VOL PREMIUMS > \$100,000		2,732	\$777,930,382	**	**
TOTAL VOLUNTARY	112 / 260	128,187	\$1,686,352,519	\$1,617,052,451	\$981,571,785
RESIDUAL MARKET ***	1 / 1	1,586	\$19,908,454	\$20,322,586	\$103,000,048
TOTAL WC	112 / 260	129,773	\$1,706,261,273	\$1,637,375,037	\$1,084,571,833
BOILER & MACHINERY	44 / 94	11,085	\$45,135,008	\$45,360,298	\$26,486,298
COMMERCIAL CRIME	48 / 97	6,401	\$10,671,256	\$10,877,931	\$1,382,038
COMMERCIAL GLASS	39 / 71	3,368	\$628,856	\$528,430	\$128,567
MEDICAL PROFESSIONAL LIABILITY	40 / 61	34,402	\$289,081,085	\$292,951,738	\$201,730,991
MISC. PROFESSIONAL LIABILITY	37 / 81	17,242	\$92,942,759	\$90,141,762	\$24,974,152

⁺ The General Electric Group wrote 337,575 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 Workers' Compensation Insurance Fund.

NUMBER OF GROUPS / COMPANIES WRITING POLICIES PER QUARTER

Line of Business	First Quarter		Second Quarter		Third Quarter		Fourth Quarter	
	'96	'97	'96	'97	'96	'97	'96	'97
Product Liability	63 / 155	63 / 149	65 / 167	-- / --	65 / 158	-- / --	64 / 154	-- / --
General Liability	130 / 290	136 / 302	134 / 303	-- / --	130 / 302	-- / --	139 / 303	-- / --
Commercial Fire & Allied	95 / 207	94 / 212	95 / 204	-- / --	99 / 213	-- / --	96 / 216	-- / --
Commercial Multiple Peril	85 / 221	95 / 236	87 / 225	-- / --	86 / 220	-- / --	89 / 230	-- / --
Private Passenger Auto	85 / 217	84 / 211	82 / 207	-- / --	84 / 215	-- / --	83 / 211	-- / --
Homeowners Multiple Peril	66 / 156	69 / 154	70 / 158	-- / --	69 / 159	-- / --	67 / 159	-- / --
Workers' Compensation	93 / 214	99 / 237	94 / 210	-- / --	90 / 215	-- / --	95 / 225	-- / --
Boiler & Machinery	34 / 67	36 / 72	34 / 66	-- / --	34 / 66	-- / --	36 / 73	-- / --
Commercial Crime	38 / 69	38 / 73	43 / 73	-- / --	42 / 75	-- / --	39 / 70	-- / --
Commercial Glass	34 / 50	32 / 48	35 / 49	-- / --	33 / 53	-- / --	28 / 42	-- / --
Medical Prof. Liability	33 / 45	37 / 52	32 / 42	-- / --	33 / 47	-- / --	36 / 52	-- / --
Misc. Professional Liability	33 / 59	33 / 54	32 / 57	-- / --	32 / 61	-- / --	31 / 58	-- / --

Product Liability

There were 64 groups, 168 companies, that had direct written premium for Product Liability in the first quarter of 1997, as compared to 65 groups, 175 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRODUCT LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	American International Group	8.42%	\$1,462,369	(1.91%)	\$8,268,780	17.92%
2	St. Paul Companies	8.28%	\$2,260,806	20.87%	\$8,128,348	14.49%
3	Travelers Insurance Group	7.97%	\$2,946,467	*	\$7,819,538	*
4	CNA Insurance Group	7.69%	\$1,899,951	(29.87%)	\$7,552,920	(10.88%)
5	Chubb & Son Inc.	6.58%	\$1,981,576	16.04%	\$6,453,841	17.59%
6	Zurich American Insurance Group	5.73%	\$1,138,250	8.32%	\$5,621,398	(24.07%)
7	Liberty Mutual Insurance Group	5.03%	\$1,318,330	(46.28%)	\$4,932,313	(30.13%)
8	Crum & Forster Insurance Companies	4.07%	\$1,084,215	175.23%	\$3,991,725	(5.72%)
9	Cigna Group	3.53%	\$972,714	(1.51%)	\$3,468,782	(12.02%)
10	TIG Insurance Group	3.45%	\$1,416,506	4.62%	\$3,387,413	16.40%
11	American Financial Insurance Group	2.99%	\$977,085	33.07%	\$2,933,718	23.20%
12	Old Republic Group	2.60%	\$191,486	56.11%	\$2,549,877	*
13	Lumbermans Mutual Casualty Group	2.52%	\$396,607	(49.07%)	\$2,472,970	(10.42%)
14	Reliance Group Incorporated	2.36%	\$1,328,826	61.17%	\$2,312,099	85.50%
15	Hartford Fire & Casualty Group	2.26%	\$584,540	51.61%	\$2,217,206	65.95%
16	Federated Mutual Group	2.14%	\$509,815	(0.32%)	\$2,101,231	(6.55%)
17	Royal Insurance Group	1.99%	\$527,818	(41.04%)	\$1,949,168	(12.58%)
18	UNITRIN Inc.	1.77%	\$426,149	1.92%	\$1,736,929	(5.15%)
19	Fairfax Financial	1.33%	\$268,746	(32.69%)	\$1,308,621	(25.36%)
20	Nationwide Corporation	1.30%	\$191,067	(22.65%)	\$1,278,623	(2.94%)
21	Gerling Global RE Group	1.20%	\$165,665	74.72%	\$1,181,962	*
22	Dallas Fire Insurance Company	1.14%	\$365,074	26.99%	\$1,121,648	48.94%
23	Sentry Insurance Group	1.14%	\$292,607	(5.43%)	\$1,120,793	(12.25%)
24	Farmers Insurance Group	1.09%	\$392,232	93.03%	\$1,066,741	51.78%
25	Allianz Insurance Group	1.08%	\$274,489	(16.44%)	\$1,060,364	5.28%

Top 25 Groups Total	87.65%	\$23,373,390	21.09%	\$86,037,008	10.47%
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Total Market	100.00%	\$26,776,056	17.03%	\$98,154,673	9.16%
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$22,087,318	\$26,937,607	\$30,521,010
4th qtr 1992	\$18,857,148	\$21,800,091	\$24,030,076
1st qtr 1993	\$20,817,631	\$25,951,764	\$45,885,933
2nd qtr 1993	\$23,107,019	\$23,472,096	\$24,354,166
3rd qtr 1993	\$17,668,245	\$20,259,804	\$15,830,194
4th qtr 1993	\$22,262,147	\$24,560,244	\$39,305,617
1st qtr 1994	\$20,231,239	\$20,357,429	\$28,282,730
2nd qtr 1994	\$26,967,374	\$26,891,734	\$27,862,495
3rd qtr 1994	\$18,917,614	\$23,384,264	\$8,961,108
4th qtr 1994	\$22,081,038	\$35,792,466	\$23,094,082
1st qtr 1995	\$18,878,258	\$23,402,023	\$26,080,618
2nd qtr 1995	\$22,024,356	\$22,953,841	\$26,164,539
3rd qtr 1995	\$22,052,132	\$21,630,743	\$14,900,318
4th qtr 1995	\$19,560,413	\$22,451,585	\$7,609,800
1st qtr 1996	\$22,937,729	\$22,878,769	\$12,219,407
2nd qtr 1996	\$27,574,425	\$28,758,460	\$19,491,138
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	\$24,146,418	\$26,776,056	\$21,407,942

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	41.4%
1988	73.2%
1989	65.9%
1990	93.6%
1991	83.2%
1992	122.7%
1993	164.5%
1994	152.1%
1995	113.4%
1996	178.0%

General Liability

There were 145 groups, 332 companies, that had direct written premium for General Liability in the first quarter of 1997, as compared to 134 groups, 321 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR GENERAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	American International Group	18.91%	\$7,299,637	(79.72%)	\$187,652,904	(2.76%)
2	CNA Insurance Group	7.11%	\$15,318,519	(17.75%)	\$70,557,682	(0.91%)
3	Travelers Insurance Group	6.22%	\$16,766,896	18.61%	\$61,781,356	(8.45%)
4	Zurich American Insurance Group	5.68%	\$12,607,824	8.11%	\$56,350,181	3.45%
5	Executive Risk Companies	3.46%	\$6,323,295	34.99%	\$34,360,075	95.21%
6	American Financial Insurance Group	3.38%	\$9,217,301	49.09%	\$33,548,922	26.62%
7	St. Paul Companies	3.08%	\$7,900,787	(1.87%)	\$30,535,618	(7.47%)
8	Chubb & Son Inc.	3.08%	\$8,553,739	9.01%	\$30,531,777	(0.39%)
9	Reliance Group Incorporated	2.40%	\$7,890,341	(15.61%)	\$23,822,832	4.33%
10	Crum & Forster Insurance Companies	2.39%	\$3,968,080	(27.52%)	\$23,709,101	(19.14%)
11	Transport Holdings Inc.	2.05%	\$3,080,688	(6.26%)	\$20,323,373	21.26%
12	State Farm Group	2.04%	\$5,260,640	0.04%	\$20,230,742	0.62%
13	Liberty Mutual Insurance Group	1.98%	\$6,054,987	35.09%	\$19,657,488	42.51%
14	UNITRIN Inc.	1.98%	\$5,423,819	(12.13%)	\$19,605,194	(14.29%)
15	Allianz Insurance Group	1.91%	\$5,227,880	25.08%	\$19,001,913	23.41%
16	Old Republic Group	1.80%	\$3,328,055	4.38%	\$17,843,561	(0.85%)
17	Texas Lawyers Insurance Exchange	1.62%	\$4,552,428	7.84%	\$16,106,150	1.55%
18	Orion Capital Group	1.59%	\$4,765,011	66.34%	\$15,752,813	8.08%
19	Cigna Group	1.41%	\$1,435,095	(68.46%)	\$14,005,634	(18.46%)
20	TIG Insurance Group	1.36%	\$4,853,140	18.24%	\$13,475,388	1.97%
21	Hartford Fire & Casualty Group	1.11%	\$4,778,236	54.73%	\$11,043,007	103.50%
22	Royal Insurance Group	1.11%	\$2,838,957	(46.56%)	\$11,025,288	(27.61%)
23	Nationwide Corporation	1.07%	\$2,481,325	(0.81%)	\$10,586,756	1.27%
24	Farmers Insurance Group	1.06%	\$3,042,087	30.86%	\$10,547,869	2.05%
25	Lumbermans Mutual Casualty Group	0.86%	\$3,148,331	133.25%	\$8,582,022	23.03%

Top 25 Groups Total	78.65%	\$156,117,098	(12.73%)	\$780,637,646	2.42%
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Total Market	100.00%	\$203,733,130	(10.35%)	\$992,591,355	1.83%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$178,548,098	\$182,405,659	\$292,080,365
4th qtr 1992	\$176,082,759	\$215,204,019	\$179,788,408
1st qtr 1993	\$190,771,806	\$219,818,735	\$198,489,507
2nd qtr 1993	\$206,375,391	\$304,105,475	\$236,668,509
3rd qtr 1993	\$195,836,841	\$246,929,728	\$185,652,727
4th qtr 1993	\$196,677,010	\$270,371,399	\$237,345,193
1st qtr 1994	\$210,110,210	\$228,697,226	\$184,352,799
2nd qtr 1994	\$214,492,954	\$247,084,229	\$139,328,008
3rd qtr 1994	\$214,217,868	\$325,377,385	\$203,772,691
4th qtr 1994	\$177,497,488	\$352,054,769	\$232,418,046
1st qtr 1995	\$208,131,222	\$204,414,157	\$170,863,929
2nd qtr 1995	\$215,787,868	\$299,959,772	\$167,557,128
3rd qtr 1995	\$213,155,710	\$195,424,165	\$152,226,766
4th qtr 1995	\$222,334,436	\$252,160,703	\$219,597,885
1st qtr 1996	\$205,490,153	\$227,245,090	\$128,506,977
2nd qtr 1996	\$230,602,320	\$251,052,798	\$122,245,785
3rd qtr 1996	\$219,231,298	\$273,801,596	\$278,489,830
4th qtr 1996	\$222,044,567	\$264,003,831	\$173,930,401
1st qtr 1997	\$177,028,180	\$203,733,130	\$129,882,751

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	86.1%
1988	78.9%
1989	77.6%
1990	89.2%
1991	91.3%
1992	102.9%
1993	102.8%
1994	64.8%
1995	96.7%
1996	99.0%

Commercial Fire & Allied

There were 94 groups, 231 companies, that had direct written premium for Commercial Fire & Allied in the first quarter of 1997, as compared to 100 groups, 241 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL FIRE & ALLIED

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Travelers Insurance Group	15.33%	\$11,408,546	8.67%	\$49,849,912	(18.95%)
2	Zurich American Insurance Group	5.65%	\$3,843,920	(1.82%)	\$18,372,444	41.05%
3	UNITRIN Inc.	5.23%	\$4,388,160	4.53%	\$17,006,531	(5.46%)
4	Arkwright Boston Group	5.04%	\$3,237,414	44.35%	\$16,398,893	3.85%
5	Allendale Group	4.98%	\$2,078,306	(32.90%)	\$16,190,535	(15.63%)
6	Texas Catastrophe Property Ins. Assoc.	4.69%	\$3,404,027	(9.15%)	\$15,239,087	6.11%
7	Allianz Insurance Group	4.52%	\$2,374,891	(61.67%)	\$14,711,229	(20.19%)
8	St. Paul Companies	4.36%	\$2,884,428	10.77%	\$14,183,715	(3.64%)
9	Protection Mutual Insurance Co.	3.58%	\$1,838,452	*	\$11,657,806	3.69%
10	Royal Insurance Group	3.43%	\$1,102,041	73.79%	\$11,147,876	163.92%
11	CNA Insurance Group	2.93%	\$888,173	(75.07%)	\$9,525,559	(37.66%)
12	American International Group	2.65%	\$1,673,299	(72.94%)	\$8,609,864	(45.42%)
13	Mortgage Bankers Group	2.38%	\$1,836,366	16.53%	\$7,734,973	*
14	Lincoln National Corporation	2.09%	\$1,785,311	11.09%	\$6,801,967	(18.85%)
15	Nationwide Corporation	2.02%	\$1,824,175	63.95%	\$6,572,474	(14.01%)
16	Bankers Insurance Group	1.85%	\$1,009,124	32.22%	\$6,023,756	34.04%
17	Crum & Forster Insurance Co's.	1.81%	\$1,397,115	103.24%	\$5,877,547	86.68%
18	Cigna Group	1.78%	\$74,231	(89.55%)	\$5,786,240	(25.01%)
19	Hartford Fire & Casualty Group	1.74%	\$779,518	2.57%	\$5,662,185	114.58%
20	American Financial Insurance Group	1.55%	\$65,729	(66.84%)	\$5,053,363	(9.86%)
21	State Farm Group	1.39%	\$1,106,143	12.20%	\$4,528,993	10.26%
22	Texas Farm Bureau Mutual	1.36%	\$1,107,983	3.63%	\$4,419,702	3.95%
23	Federated Mutual Group	1.18%	\$1,015,474	18.36%	\$3,822,886	10.13%
24	Commercial Union Insurance Co's.	1.12%	\$829,810	(5.40%)	\$3,648,694	14.26%
25	Farmers Insurance Group	1.10%	\$1,492,666	113.30%	\$3,567,301	9.56%

Top 25 Groups Total	83.76%	\$53,445,302	(9.09%)	\$272,393,532	(3.07%)
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Total Market	100.00%	\$66,840,137	(6.09%)	\$325,197,298	(3.35%)
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$70,735,102	\$77,916,004	\$96,163,528
4th qtr 1992	\$55,064,047	\$72,146,890	\$58,779,191
1st qtr 1993	\$57,422,660	\$69,388,151	\$28,759,857
2nd qtr 1993	\$61,842,052	\$79,888,854	\$47,739,398
3rd qtr 1993	\$70,393,773	\$81,458,493	\$39,898,258
4th qtr 1993	\$82,076,105	\$87,081,326	\$88,817,704
1st qtr 1994	\$70,892,138	\$71,165,404	\$25,157,261
2nd qtr 1994	\$76,751,485	\$83,445,946	\$37,084,310
3rd qtr 1994	\$86,808,182	\$89,538,987	\$39,209,578
4th qtr 1994	\$87,927,774	\$105,348,631	\$53,697,890
1st qtr 1995	\$68,915,469	\$75,587,966	\$40,973,765
2nd qtr 1995	\$84,082,608	\$89,450,574	\$69,884,695
3rd qtr 1995	\$84,231,340	\$83,943,064	\$88,823,326
4th qtr 1995	\$79,027,494	\$91,913,918	\$88,563,479
1st qtr 1996	\$69,705,990	\$71,176,002	\$53,392,028
2nd qtr 1996	\$82,622,348	\$84,722,614	\$47,910,206
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	\$68,224,432	\$66,840,137	\$44,137,005

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>
1987	51.3%
1988	54.7%
1989	130.7%
1990	106.1%
1991	67.1%
1992	84.3%
1993	58.4%
1994	69.6%
1995	97.1%
1996	49.9%

Commercial Multiple Peril

There were 95 groups, 256 companies, that had direct written premium for Commercial Multiple Peril in the first quarter of 1997, as compared to 90 groups, 246 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	CNA Insurance Group	9.65%	\$21,601,590	42.75%	\$89,895,599	5.33%
2	Travelers Insurance Group	8.70%	\$18,736,570	(7.60%)	\$81,052,841	3.21%
3	State Farm Group	8.04%	\$18,318,337	(0.55%)	\$74,953,378	10.90%
4	Farmers Insurance Group	4.43%	\$8,374,219	(2.41%)	\$41,256,909	7.80%
5	Zurich American Insurance Group	4.18%	\$8,317,441	1.07%	\$38,919,412	(0.43%)
6	Hartford Fire & Casualty Group	4.11%	\$9,924,454	17.20%	\$38,282,558	4.46%
7	Lumbermans Mutual Casualty Group	4.02%	\$7,444,065	(29.27%)	\$37,453,046	(7.91%)
8	Commercial Union Insurance Co's.	3.79%	\$8,655,203	(2.56%)	\$35,295,197	6.71%
9	Cigna Group	3.58%	\$4,047,727	(57.34%)	\$33,365,352	(15.46%)
10	Chubb & Son Inc.	3.33%	\$8,609,926	17.24%	\$31,052,943	14.53%
11	General Accident Insurance	3.33%	\$5,395,799	(27.58%)	\$30,992,782	38.88%
12	Allianz Insurance Group	2.86%	\$5,703,687	29.48%	\$26,629,059	43.29%
13	Old Republic Group	2.02%	\$4,577,404	0.22%	\$18,866,084	8.02%
14	Lincoln National Corporation	1.83%	\$4,647,934	16.77%	\$17,083,624	2.36%
15	Crum & Forster Insurance Co's.	1.83%	\$4,195,989	35.80%	\$17,040,378	21.42%
16	Liberty Mutual Insurance Group	1.70%	\$4,164,107	(9.34%)	\$15,811,576	3.05%
17	Royal Insurance Group	1.60%	\$3,225,504	24.13%	\$14,953,421	11.84%
18	American Indemnity Financial	1.59%	\$3,415,659	(9.62%)	\$14,833,092	4.23%
19	Utica National Insurance Group	1.59%	\$3,271,043	1.72%	\$14,808,402	38.70%
20	Church Mutual Insurance Company	1.54%	\$4,285,846	39.97%	\$14,368,193	37.61%
21	St. Paul Companies	1.47%	\$3,647,788	2.58%	\$13,705,484	39.76%
22	Preferred Risk Group	1.36%	\$3,867,292	22.57%	\$12,655,491	9.32%
23	Amerisure Companies	1.29%	\$2,283,307	2.45%	\$12,021,705	(6.16%)
24	Nationwide Corporation	1.28%	\$3,153,113	(26.18%)	\$11,922,527	27.25%
25	Transport Holdings Inc.	1.27%	\$2,511,317	(57.11%)	\$11,837,229	(49.45%)
Top 25 Groups Total		80.38%	\$172,375,321	(1.59%)	\$749,056,282	6.11%
Total Market		100.00%	\$218,458,192	0.87%	\$931,936,654	6.53%

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$154,337,231	\$185,216,295	\$155,699,766
4th qtr 1992	\$174,095,291	\$189,425,027	\$154,485,710
1st qtr 1993	\$176,406,149	\$185,398,263	\$106,716,641
2nd qtr 1993	\$179,137,284	\$193,536,514	\$142,176,177
3rd qtr 1993	\$180,321,872	\$187,642,648	\$103,242,145
4th qtr 1993	\$186,269,229	\$192,758,872	\$134,167,977
1st qtr 1994	\$191,752,683	\$197,167,950	\$89,728,402
2nd qtr 1994	\$191,492,489	\$206,572,731	\$134,971,763
3rd qtr 1994	\$194,856,544	\$213,520,070	\$143,303,430
4th qtr 1994	\$209,887,874	\$215,131,389	\$123,693,241
1st qtr 1995	\$208,792,368	\$209,682,860	\$122,622,567
2nd qtr 1995	\$221,148,851	\$225,562,005	\$219,445,390
3rd qtr 1995	\$211,922,064	\$227,572,367	\$245,078,699
4th qtr 1995	\$222,621,890	\$205,094,011	\$157,508,677
1st qtr 1996	\$204,491,933	\$216,580,221	\$139,187,222
2nd qtr 1996	\$224,998,043	\$234,684,985	\$148,362,523
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	\$211,150,181	\$218,458,192	\$105,829,583

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	51.3%
1988	59.8%
1989	100.1%
1990	81.1%
1991	75.3%
1992	88.4%
1993	77.8%
1994	61.8%
1995	97.5%
1996	59.0%

Private Passenger Auto (All Companies, All Coverages)

There were 88 groups, 230 companies, that had direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 87 groups, 235 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	26.54%	\$559,961,824	1.61%	\$2,142,465,728	(0.02%)
2	Allstate Insurance Group	14.34%	\$316,487,888	14.30%	\$1,157,738,243	14.63%
3	Farmers Insurance Group	14.00%	\$295,599,341	4.78%	\$1,130,157,600	2.99%
4	USAA Group	5.56%	\$118,117,074	(0.43%)	\$448,919,182	(4.39%)
5	Progressive Group	4.47%	\$116,484,631	78.27%	\$360,573,632	32.64%
6	Texas State National Group	3.09%	\$64,064,631	3.42%	\$249,888,883	9.81%
7	Home State County Mutual Ins. Co.	2.57%	\$52,385,187	(4.44%)	\$207,112,469	19.03%
8	Nationwide Corporation	2.47%	\$54,350,139	17.13%	\$199,640,056	15.58%
9	Chartwell Group	2.22%	\$46,106,988	31.57%	\$179,339,968	110.82%
10	Southern Farm Bureau Casualty	2.20%	\$45,839,733	11.03%	\$177,781,855	10.62%
11	Berkshire-Hathaway (GEICO)	2.12%	\$46,909,312	12.13%	\$171,152,986	5.81%
12	Travelers Insurance Group	1.41%	\$29,024,379	3.29%	\$113,460,105	3.04%
13	Sentry Insurance Group	1.40%	\$25,851,333	(6.10%)	\$113,294,313	16.50%
14	American Financial Insurance Group	1.06%	\$16,956,622	(42.83%)	\$85,944,911	(41.00%)
15	UNITRIN Inc.	1.04%	\$21,351,124	(7.60%)	\$83,750,416	(11.80%)
16	Safeco Insurance Group	1.03%	\$23,848,168	21.14%	\$82,763,842	11.84%
17	Texas Farm Bureau Mutual	0.99%	\$19,634,199	(4.72%)	\$79,913,671	(6.96%)
18	Winterthur US Holding Group	0.96%	\$21,154,157	25.08%	\$77,239,334	36.46%
19	White Mountains Insurance Group	0.89%	\$20,239,443	2.01%	\$71,806,860	(12.73%)
20	Hartford Fire & Casualty Group	0.76%	\$15,057,726	(6.24%)	\$61,238,768	(8.23%)
21	Liberty Mutual Insurance Group	0.71%	\$14,420,398	2.83%	\$57,266,009	1.16%
22	Titus Group	0.61%	\$14,416,009	62.11%	\$49,142,979	57.74%
23	Prudential of America Group	0.55%	\$10,457,806	(23.03%)	\$44,689,837	(24.48%)
24	CNA Insurance Group	0.51%	\$12,609,618	(11.67%)	\$41,246,482	(4.61%)
25	Safeway Insurance Group	0.50%	\$15,263,155	*	\$40,543,890	*

Top 25 Groups Total	91.99%	\$1,976,590,885	8.15%	\$7,427,072,019	6.45%
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Total Market	100.00%	\$2,140,790,815	7.91%	\$8,074,087,464	6.37%
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$1,743,388,248	\$1,618,048,993	\$1,090,263,772
4th qtr 1992	\$1,687,070,362	\$1,552,328,617	\$1,061,707,868
1st qtr 1993	\$1,788,176,959	\$1,670,177,794	\$986,876,101
2nd qtr 1993	\$1,770,457,333	\$1,632,149,532	\$1,115,859,288
3rd qtr 1993	\$1,943,814,030	\$1,776,460,082	\$1,073,188,674
4th qtr 1993	\$1,793,822,636	\$1,650,368,721	\$1,155,739,987
1st qtr 1994	\$1,955,266,902	\$1,827,210,592	\$1,090,456,016
2nd qtr 1994	\$1,896,421,968	\$1,740,208,597	\$1,241,533,949
3rd qtr 1994	\$1,952,642,206	\$1,824,893,294	\$1,177,728,454
4th qtr 1994	\$1,891,370,124	\$1,766,292,039	\$1,264,469,772
1st qtr 1995	\$2,048,936,906	\$1,912,370,440	\$1,198,580,142
2nd qtr 1995	\$1,990,758,254	\$1,868,117,962	\$1,604,219,663
3rd qtr 1995	\$2,052,459,143	\$1,908,754,632	\$1,280,107,609
4th qtr 1995	\$1,990,711,142	\$1,829,547,520	\$1,262,790,164
1st qtr 1996	\$2,154,517,178	\$1,983,957,510	\$1,216,104,814
2nd qtr 1996	\$2,098,610,734	\$1,954,318,940	\$1,277,545,045
3rd qtr 1996	\$2,170,146,647	\$1,993,748,881	\$1,242,760,266
4th qtr 1996	\$2,152,975,370	\$1,985,228,828	\$1,357,480,882
1st qtr 1997	\$2,320,546,945	\$2,140,790,815	\$1,230,031,714

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	69.6%
1988	71.1%
1989	81.1%
1990	82.4%
1991	74.8%
1992	72.8%
1993	70.0%
1994	70.9%
1995	72.3%
1996	62.9%

Private Passenger Auto (All Rate-Regulated Companies)

There were 77 groups, 207 rate-regulated companies, that had direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 77 groups, 214 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	35.69%	\$542,625,447	1.91%	\$2,072,952,814	0.36%
2	Farmers Insurance Group	17.02%	\$257,168,695	4.14%	\$988,491,979	3.02%
3	Allstate Insurance Group	14.35%	\$222,578,484	5.96%	\$833,406,639	4.87%
4	USAA Group	4.94%	\$68,614,895	(28.26%)	\$286,860,399	(33.44%)
5	Southern Farm Bureau Casualty	3.06%	\$45,839,733	11.03%	\$177,781,855	10.62%
6	Berkshire-Hathaway (GEICO)	2.95%	\$46,909,312	12.13%	\$171,152,986	5.81%
7	Nationwide Corporation	2.69%	\$43,137,856	20.67%	\$156,503,114	27.14%
8	Travelers Insurance Group	1.95%	\$29,024,379	3.29%	\$113,460,105	3.04%
9	UNTRIN Inc.	1.44%	\$21,351,124	(7.60%)	\$83,750,416	(11.80%)
10	Safeco Insurance Group	1.42%	\$23,848,168	21.14%	\$82,763,842	11.84%
11	Texas Farm Bureau Mutual	1.38%	\$19,634,199	(4.72%)	\$79,913,671	(6.96%)
12	Hartford Fire & Casualty Group	1.05%	\$15,057,726	(6.24%)	\$61,238,768	(8.23%)
13	Liberty Mutual Insurance Group	0.99%	\$14,420,398	2.83%	\$57,266,009	1.16%
14	Prudential of America Group	0.77%	\$10,457,806	(23.03%)	\$44,689,837	(24.48%)
15	CNA Insurance Group	0.71%	\$12,609,618	(11.67%)	\$41,246,482	(4.61%)
16	Amica Mutual Group	0.67%	\$9,445,952	5.26%	\$39,130,724	4.43%
17	Lincoln National Corporation	0.61%	\$9,211,494	1.18%	\$35,424,663	(0.98%)
18	Metropolitan Group	0.61%	\$9,096,267	3.74%	\$35,243,045	2.65%
19	Lumbermans Mutual Casualty Group	0.51%	\$7,376,183	(4.77%)	\$29,791,683	(1.21%)
20	American National Financial Group	0.47%	\$7,411,310	11.66%	\$27,013,217	11.55%
21	Germania Insurance Group	0.46%	\$7,449,078	20.53%	\$26,889,059	14.36%
22	Agricultural Workers Mut. Auto Ins. Co.	0.45%	\$6,320,668	(0.11%)	\$26,325,828	(0.85%)
23	Horace Mann Group	0.43%	\$6,419,421	5.08%	\$24,825,138	2.86%
24	Motors Insurance Corporation	0.35%	\$4,930,045	(2.24%)	\$20,574,443	(5.90%)
25	Commercial Union Insurance Co's.	0.34%	\$4,544,879	(13.20%)	\$19,999,856	(5.98%)

Top 25 Groups Total	95.33%	\$1,445,483,137	1.54%	\$5,536,696,572	(0.53%)
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Total Market	100.00%	\$1,517,428,586	1.76%	\$5,808,221,974	(0.60%)
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$1,410,874,192	\$1,313,601,197	\$892,808,049
4th qtr 1992	\$1,328,397,528	\$1,256,357,604	\$864,523,415
1st qtr 1993	\$1,400,773,755	\$1,344,807,012	\$801,349,618
2nd qtr 1993	\$1,372,418,467	\$1,293,676,023	\$915,050,012
3rd qtr 1993	\$1,518,376,359	\$1,412,085,548	\$876,412,103
4th qtr 1993	\$1,407,622,338	\$1,307,588,074	\$937,566,494
1st qtr 1994	\$1,542,604,294	\$1,445,361,368	\$883,056,566
2nd qtr 1994	\$1,481,066,558	\$1,375,194,024	\$1,005,639,591
3rd qtr 1994	\$1,546,026,153	\$1,443,303,487	\$964,231,383
4th qtr 1994	\$1,481,106,839	\$1,389,914,506	\$1,017,728,145
1st qtr 1995	\$1,598,202,059	\$1,507,766,432	\$959,650,992
2nd qtr 1995	\$1,514,834,616	\$1,437,840,293	\$1,324,602,290
3rd qtr 1995	\$1,591,142,052	\$1,489,944,898	\$1,009,272,591
4th qtr 1995	\$1,506,175,082	\$1,424,047,686	\$997,305,435
1st qtr 1996	\$1,589,106,477	\$1,491,183,929	\$948,407,777
2nd qtr 1996	\$1,516,370,057	\$1,430,259,889	\$988,596,249
3rd qtr 1996	\$1,537,495,699	\$1,430,494,467	\$940,248,556
4th qtr 1996	\$1,515,697,773	\$1,430,039,032	\$1,035,759,328
1st qtr 1997	\$1,607,024,300	\$1,517,428,586	\$904,028,107

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

There were 23 groups, 23 non-rate-regulated (County Mutual) companies, that had direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 21 groups, 21 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Progressive Group	15.91%	\$116,484,527	78.27%	\$360,573,320	32.63%
2	Allstate Insurance Group	14.31%	\$93,909,404	40.53%	\$324,331,604	50.62%
3	Texas State National Group	11.03%	\$64,064,631	3.42%	\$249,888,883	9.81%
4	Home State County Mutual Ins. Co.	9.14%	\$52,385,187	(4.44%)	\$207,112,469	19.03%
5	Chartwell Group	7.91%	\$46,106,988	31.57%	\$179,339,968	110.82%
6	USAA Group	7.15%	\$49,502,179	115.39%	\$162,058,783	*
7	Farmers Insurance Group	6.25%	\$38,430,646	9.20%	\$141,665,621	2.78%
8	Sentry Insurance Group	4.90%	\$25,007,827	(6.73%)	\$110,945,360	17.46%
9	American Financial Insurance Group	3.79%	\$16,955,981	(42.83%)	\$85,944,138	(41.00%)
10	White Mountains Insurance Group	3.17%	\$20,239,443	2.01%	\$71,806,860	(12.73%)
11	State Farm Group	3.07%	\$17,336,377	(7.01%)	\$69,512,914	(10.06%)
12	Winterthur US Holding Group	2.54%	\$15,522,284	28.20%	\$57,457,587	55.09%
13	Titus Group	2.17%	\$14,416,009	62.11%	\$49,142,979	57.74%
14	Nationwide Corporation	1.90%	\$11,212,283	5.23%	\$43,136,942	(13.08%)
15	Safeway Insurance Group	1.79%	\$15,263,155	*	\$40,543,890	*
16	TIG Insurance Group	1.48%	\$2,651,181	11.45%	\$33,634,725	*
17	General Agents Group	1.41%	\$10,687,761	69.31%	\$31,904,096	*
18	State Capital Group	0.79%	\$4,717,520	(40.26%)	\$17,964,451	(36.78%)
19	Orion Capital Group	0.48%	\$3,273,780	18.85%	\$10,912,472	(17.15%)
20	Allianz Insurance Group	0.37%	\$2,067,420	6.45%	\$8,352,548	5.56%
21	Independent County Mutual Ins. Co.	0.23%	\$1,480,139	0.87%	\$5,219,266	(27.20%)
22	Foremost Corporation America	0.18%	\$1,236,581	(1.67%)	\$4,005,688	(11.12%)
23	Vesta Insurance Group	0.02%	\$410,926	*	\$410,926	*

Top 25 Groups Total	100.00%	\$623,362,229	26.50%	\$2,265,865,490	29.67%
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Total Market	100.00%	\$623,362,229	26.50%	\$2,265,865,490	29.67%
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* Insignificant premiums written in one quarter.

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 1992	\$332,514,056	\$304,447,796	\$197,455,723
4th qtr 1992	\$358,672,834	\$295,971,013	\$197,184,453
1st qtr 1993	\$387,403,204	\$325,370,782	\$185,526,483
2nd qtr 1993	\$398,038,866	\$338,473,509	\$200,809,276
3rd qtr 1993	\$425,437,671	\$364,374,534	\$196,776,571
4th qtr 1993	\$386,200,298	\$342,780,647	\$218,173,493
1st qtr 1994	\$412,662,608	\$381,849,224	\$207,399,450
2nd qtr 1994	\$415,355,410	\$365,014,573	\$235,894,358
3rd qtr 1994	\$406,616,053	\$381,589,807	\$213,497,071
4th qtr 1994	\$410,263,285	\$376,377,533	\$246,741,627
1st qtr 1995	\$450,734,847	\$404,604,008	\$238,929,150
2nd qtr 1995	\$475,923,638	\$430,277,669	\$279,617,373
3rd qtr 1995	\$461,317,091	\$418,809,734	\$270,835,018
4th qtr 1995	\$484,536,060	\$405,499,834	\$265,484,729
1st qtr 1996	\$565,410,701	\$492,773,581	\$267,697,037
2nd qtr 1996	\$582,240,677	\$524,059,051	\$288,948,796
3rd qtr 1996	\$632,650,948	\$563,254,414	\$302,511,710
4th qtr 1996	\$637,277,597	\$555,189,796	\$321,721,554
1st qtr 1997	\$713,522,645	\$623,362,229	\$326,003,607

Private Passenger Auto (All Voluntary Liability)

There were 81 groups, 218 companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 79 groups, 226 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	26.95%	\$381,368,083	3.94%	\$1,449,042,094	2.60%
2	Farmers Insurance Group	14.31%	\$204,264,967	8.26%	\$769,165,440	7.98%
3	Allstate Insurance Group	14.13%	\$208,856,499	14.62%	\$759,768,333	15.54%
4	USAA Group	5.58%	\$79,167,457	(0.08%)	\$300,091,520	(4.99%)
5	Progressive Group	4.22%	\$73,222,970	76.28%	\$226,662,738	32.72%
6	Texas State National Group	3.10%	\$41,685,189	8.58%	\$166,753,217	13.58%
7	Home State County Mutual Ins. Co.	2.81%	\$38,677,721	(1.84%)	\$150,965,800	27.06%
8	Nationwide Corporation	2.56%	\$38,037,169	19.78%	\$137,489,647	16.62%
9	Berkshire-Hathaway (GEICO)	2.08%	\$31,183,001	16.67%	\$112,042,273	8.95%
10	Southern Farm Bureau Casualty	2.07%	\$28,677,303	10.07%	\$111,144,995	8.81%
11	Chartwell Group	1.88%	\$26,197,269	40.12%	\$101,003,293	131.90%
12	Sentry Insurance Group	1.56%	\$19,229,885	(6.18%)	\$84,044,167	17.43%
13	Travelers Insurance Group	1.47%	\$20,643,542	6.83%	\$78,933,073	6.71%
14	American Financial Insurance Group	1.05%	\$11,512,761	(42.45%)	\$56,387,287	(42.68%)
15	Safeco Insurance Group	1.04%	\$16,906,207	32.96%	\$55,767,221	16.58%
16	UNITRIN Inc.	1.03%	\$14,465,495	(3.52%)	\$55,624,824	(7.04%)
17	Texas Farm Bureau Mutual	1.00%	\$13,169,481	(5.27%)	\$53,731,205	(7.37%)
18	White Mountains Insurance Group	0.91%	\$13,713,239	2.20%	\$48,928,424	(14.65%)
19	Winterthur US Holding Group	0.88%	\$13,567,853	25.07%	\$47,199,806	40.41%
20	Hartford Fire & Casualty Group	0.81%	\$10,952,983	(3.83%)	\$43,475,829	(3.93%)
21	Liberty Mutual Insurance Group	0.72%	\$10,108,028	8.22%	\$38,685,528	4.66%
22	Safeway Insurance Group	0.61%	\$12,261,406	*	\$32,615,731	*
23	Prudential of America Group	0.57%	\$7,589,712	(17.07%)	\$30,647,313	(19.58%)
24	CNA Insurance Group	0.54%	\$8,970,215	(9.16%)	\$28,866,422	(3.61%)
25	Amica Mutual Group	0.52%	\$6,969,809	9.77%	\$27,965,982	5.52%

Top 25 Groups Total	92.38%	\$1,331,398,244	9.91%	\$4,967,002,162	8.49%
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Total Market	100.00%	\$1,440,158,810	10.26%	\$5,376,711,920	8.79%
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$1,009,963,706	\$946,183,608	\$642,818,757
4th qtr 1992	\$968,470,020	\$900,027,769	\$675,033,816
1st qtr 1993	\$1,003,249,054	\$952,360,489	\$628,198,150
2nd qtr 1993	\$985,685,091	\$909,767,336	\$645,956,649
3rd qtr 1993	\$1,153,261,606	\$1,076,706,550	\$660,584,789
4th qtr 1993	\$1,089,976,377	\$1,020,213,844	\$707,537,725
1st qtr 1994	\$1,173,980,445	\$1,096,345,846	\$679,671,501
2nd qtr 1994	\$1,127,329,586	\$1,042,886,582	\$689,901,120
3rd qtr 1994	\$1,190,834,566	\$1,125,951,270	\$707,722,268
4th qtr 1994	\$1,162,594,127	\$1,105,617,576	\$752,654,979
1st qtr 1995	\$1,270,652,774	\$1,188,306,165	\$733,246,469
2nd qtr 1995	\$1,228,035,329	\$1,151,084,100	\$726,804,810
3rd qtr 1995	\$1,345,581,958	\$1,275,973,876	\$723,597,168
4th qtr 1995	\$1,310,799,475	\$1,209,226,907	\$755,036,499
1st qtr 1996	\$1,417,110,893	\$1,306,132,631	\$720,860,232
2nd qtr 1996	\$1,368,029,599	\$1,273,010,549	\$720,987,502
3rd qtr 1996	\$1,437,271,477	\$1,320,632,707	\$740,095,071
4th qtr 1996	\$1,463,858,267	\$1,342,909,854	\$828,019,416
1st qtr 1997	\$1,564,075,984	\$1,440,158,810	\$740,435,555

Private Passenger Auto (Voluntary Liability Rate-Regulated Companies)

There were 68 groups, 195 rate-regulated companies, that had voluntary liability (no assigned risk nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 68 groups, 205 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	35.77%	\$369,176,008	4.34%	\$1,400,289,694	3.11%
2	Farmers Insurance Group	17.16%	\$177,684,912	8.13%	\$671,720,268	8.79%
3	Allstate Insurance Group	14.47%	\$151,550,304	6.01%	\$566,429,895	5.68%
4	USAA Group	4.86%	\$45,718,168	(27.95%)	\$190,241,101	(34.13%)
5	Berkshire-Hathaway (GEICO)	2.86%	\$31,183,001	16.67%	\$112,042,273	8.95%
6	Southern Farm Bureau Casualty	2.84%	\$28,677,303	10.07%	\$111,144,995	8.81%
7	Nationwide Corporation	2.77%	\$30,424,879	24.62%	\$108,633,966	32.00%
8	Travelers Insurance Group	2.02%	\$20,643,542	6.83%	\$78,933,073	6.71%
9	Safeco Insurance Group	1.42%	\$16,906,207	32.96%	\$55,767,221	16.58%
10	UNITRIN Inc.	1.42%	\$14,465,495	(3.52%)	\$55,624,824	(7.04%)
11	Texas Farm Bureau Mutual	1.37%	\$13,169,481	(5.27%)	\$53,731,205	(7.37%)
12	Hartford Fire & Casualty Group	1.11%	\$10,952,983	(3.83%)	\$43,475,829	(3.93%)
13	Liberty Mutual Insurance Group	0.99%	\$10,108,028	8.22%	\$38,685,528	4.66%
14	Prudential of America Group	0.78%	\$7,589,712	(17.07%)	\$30,647,313	(19.58%)
15	CNA Insurance Group	0.74%	\$8,970,215	(9.16%)	\$28,866,422	(3.61%)
16	Amica Mutual Group	0.71%	\$6,969,809	9.77%	\$27,965,982	5.52%
17	Metropolitan Group	0.61%	\$6,191,553	3.63%	\$23,900,202	2.04%
18	Lincoln National Corporation	0.60%	\$6,248,594	5.07%	\$23,611,840	0.47%
19	Lumbermans Mutual Casualty Group	0.53%	\$5,322,732	0.24%	\$20,798,439	0.50%
20	American National Financial Group	0.48%	\$5,155,705	13.96%	\$18,686,379	15.97%
21	Germania Insurance Group	0.47%	\$5,156,484	21.81%	\$18,552,468	18.02%
22	Horace Mann Group	0.43%	\$4,431,477	13.50%	\$16,725,407	11.82%
23	Agricultural Workers Mut. Auto Ins. Co.	0.42%	\$4,120,371	7.89%	\$16,551,171	3.89%
24	Motors Insurance Corporation	0.35%	\$3,268,168	(1.97%)	\$13,656,515	(5.43%)
25	Winterthur US Holding Group	0.35%	\$3,901,043	19.09%	\$13,653,755	10.33%

Top 25 Groups Total	95.54%	\$987,986,174	4.10%	\$3,740,335,765	2.16%
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Total Market	100.00%	\$1,035,173,377	4.51%	\$3,915,128,439	2.26%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$806,484,193	\$757,560,038	\$512,017,122
4th qtr 1992	\$748,479,531	\$715,280,837	\$536,628,404
1st qtr 1993	\$786,188,305	\$765,799,351	\$502,282,171
2nd qtr 1993	\$762,813,440	\$713,187,276	\$518,225,327
3rd qtr 1993	\$912,498,618	\$862,871,680	\$532,744,236
4th qtr 1993	\$854,617,447	\$804,578,963	\$564,322,947
1st qtr 1994	\$922,028,673	\$871,134,306	\$543,570,518
2nd qtr 1994	\$870,007,187	\$817,380,807	\$544,808,115
3rd qtr 1994	\$939,991,375	\$893,393,554	\$572,314,192
4th qtr 1994	\$911,071,026	\$874,300,299	\$592,432,511
1st qtr 1995	\$986,570,318	\$941,701,479	\$576,779,658
2nd qtr 1995	\$928,134,249	\$889,515,442	\$575,330,097
3rd qtr 1995	\$1,048,178,842	\$1,000,537,851	\$558,079,208
4th qtr 1995	\$997,362,556	\$947,973,701	\$588,579,674
1st qtr 1996	\$1,047,428,130	\$990,525,421	\$558,359,983
2nd qtr 1996	\$993,950,047	\$939,565,106	\$554,211,632
3rd qtr 1996	\$1,023,087,961	\$959,819,421	\$557,446,658
4th qtr 1996	\$1,044,168,059	\$980,570,535	\$633,040,004
1st qtr 1997	\$1,094,869,103	\$1,035,173,377	\$544,548,984

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

There were 23 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 first quarter of 1997, as compared to 21 groups, 21 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Progressive Group	15.51%	\$73,222,970	76.28%	\$226,662,738	32.72%
2	Allstate Insurance Group	13.23%	\$57,306,195	45.98%	\$193,338,438	59.00%
3	Texas State National Group	11.41%	\$41,685,189	8.58%	\$166,753,217	13.58%
4	Home State County Mutual Ins. Co.	10.33%	\$38,677,721	(1.84%)	\$150,965,800	27.06%
5	USAA Group	7.52%	\$33,449,289	112.03%	\$109,850,419	*
6	Chartwell Group	6.91%	\$26,197,269	40.12%	\$101,003,293	131.90%
7	Farmers Insurance Group	6.67%	\$26,580,055	9.17%	\$97,445,172	2.73%
8	Sentry Insurance Group	5.64%	\$18,636,751	(6.85%)	\$82,387,374	18.34%
9	American Financial Insurance Group	3.86%	\$11,512,761	(42.45%)	\$56,387,214	(42.69%)
10	White Mountains Insurance Group	3.35%	\$13,713,239	2.20%	\$48,928,424	(14.65%)
11	State Farm Group	3.34%	\$12,192,075	(6.75%)	\$48,752,400	(10.14%)
12	Winterthur US Holding Group	2.30%	\$9,666,810	27.66%	\$33,546,051	57.94%
13	Safeway Insurance Group	2.23%	\$12,261,406	*	\$32,615,731	*
14	Nationwide Corporation	1.97%	\$7,612,290	3.69%	\$28,855,681	(18.93%)
15	General Agents Group	1.47%	\$7,331,150	75.15%	\$21,428,723	236.94%
16	TIG Insurance Group	1.45%	\$2,022,155	50.22%	\$21,125,570	363.95%
17	State Capital Group	0.86%	\$3,369,181	(38.59%)	\$12,581,335	(34.52%)
18	Titus Group	0.64%	\$3,578,883	*	\$9,281,912	*
19	Orion Capital Group	0.62%	\$2,817,343	24.22%	\$9,080,775	(16.30%)
20	Allianz Insurance Group	0.38%	\$1,480,260	13.25%	\$5,580,242	5.02%
21	Independent County Mutual Ins. Co.	0.23%	\$965,011	0.19%	\$3,385,944	(27.71%)
22	Foremost Corporation America	0.09%	\$406,940	(5.24%)	\$1,326,538	(9.36%)
23	Vesta Insurance Group	0.02%	\$300,490	*	\$300,490	*

Top Groups Total	100.00%	\$404,985,433	28.32%	\$1,461,583,481	31.22%
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Total Market	100.00%	\$404,985,433	28.32%	\$1,461,583,481	31.22%
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* Insignificant premiums written in one quarter.

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 1992	\$203,479,513	\$188,623,570	\$130,801,635
4th qtr 1992	\$219,990,489	\$184,746,932	\$138,405,412
1st qtr 1993	\$217,060,749	\$186,561,138	\$125,915,979
2nd qtr 1993	\$222,871,651	\$196,580,060	\$127,731,322
3rd qtr 1993	\$240,762,988	\$213,834,870	\$127,840,553
4th qtr 1993	\$235,358,930	\$215,634,881	\$143,214,778
1st qtr 1994	\$251,951,772	\$225,211,540	\$136,100,983
2nd qtr 1994	\$257,322,399	\$225,505,775	\$145,093,005
3rd qtr 1994	\$250,843,191	\$232,557,716	\$135,408,076
4th qtr 1994	\$251,523,101	\$231,317,277	\$160,222,468
1st qtr 1995	\$284,082,456	\$246,604,686	\$156,466,811
2nd qtr 1995	\$299,901,080	\$261,568,658	\$151,474,713
3rd qtr 1995	\$297,403,116	\$275,436,025	\$165,517,960
4th qtr 1995	\$313,436,919	\$261,253,206	\$166,456,825
1st qtr 1996	\$369,682,763	\$315,607,210	\$162,500,249
2nd qtr 1996	\$374,079,552	\$333,445,443	\$166,775,870
3rd qtr 1996	\$414,183,516	\$360,813,286	\$182,648,413
4th qtr 1996	\$419,690,208	\$362,339,319	\$194,979,412
1st qtr 1997	\$469,206,881	\$404,985,433	\$195,886,571

Private Passenger Auto (All Assigned Risk)

There were 38 groups, 43 companies, that had assigned risk (no voluntary liability nor physical damage) direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 39 groups, 47 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	36.10%	\$8,842,409	(60.07%)	\$44,150,210	(56.90%)
2	Farmers Insurance Group	15.22%	\$2,890,565	(58.11%)	\$18,613,082	(60.64%)
3	Allstate Insurance Group	11.49%	\$2,415,115	(58.83%)	\$14,058,213	(41.91%)
4	Southern Farm Bureau Casualty	8.44%	\$1,856,566	(42.90%)	\$10,324,815	(12.75%)
5	Leucadia Group	6.68%	\$1,415,476	(59.07%)	\$8,164,269	(50.10%)
6	American International Group	3.77%	\$600,149	(65.08%)	\$4,606,233	(54.39%)
7	Eagle Insurance Group	2.47%	\$815,310	(10.76%)	\$3,015,483	80.59%
8	Nationwide Corporation	1.98%	\$385,000	(52.56%)	\$2,418,900	(31.69%)
9	Berkshire-Hathaway (GEICO)	1.71%	\$625,627	(50.59%)	\$2,088,230	(69.10%)
10	Prudential of America Group	1.36%	\$200,868	(62.12%)	\$1,662,954	(63.33%)
11	UNITRIN Inc.	1.21%	\$198,731	(68.35%)	\$1,481,518	(52.65%)
12	Travelers Insurance Group	1.20%	\$236,199	(40.91%)	\$1,462,596	(63.18%)
13	Safeco Insurance Group	1.06%	\$239,553	(59.51%)	\$1,299,766	(49.09%)
14	Liberty Mutual Insurance Group	0.96%	\$200,676	(37.91%)	\$1,178,679	(55.95%)
15	Lincoln National Corporation	0.77%	\$122,710	(69.03%)	\$940,535	(22.29%)
16	Hartford Fire & Casualty Group	0.72%	\$127,073	(60.38%)	\$885,036	8.91%
17	Beacon Insurance Group	0.72%	\$164,854	(36.43%)	\$882,228	(44.24%)
18	Lumbermans Mutual Casualty Group	0.64%	\$90,846	(68.15%)	\$779,233	(26.96%)
19	Providian Group	0.57%	\$117,677	38.48%	\$700,639	(63.33%)
20	Agricultural Workers Mut. Auto Ins. Co.	0.55%	(\$5,762)	(102.01%)	\$671,838	(57.90%)
21	Commercial Union Insurance Co's.	0.41%	\$71,770	(70.96%)	\$497,426	(65.82%)
22	American National Financial Group	0.39%	\$116,258	(42.66%)	\$479,616	(60.77%)
23	American Indemnity Financial	0.38%	\$80,775	(50.70%)	\$459,303	(51.30%)
24	Allmerica Financial Corporation	0.28%	\$57,767	(38.07%)	\$338,121	(34.40%)
25	General Accident Insurance	0.20%	\$19,055	(80.78%)	\$240,436	(11.02%)

Top 25 Groups Total	99.26%	\$21,885,267	(57.29%)	\$121,399,359	(52.14%)
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Total Market	100.00%	\$21,902,975	(57.86%)	\$122,301,636	(52.62%)
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$122,447,473	\$96,404,238	\$62,266,574
4th qtr 1992	\$128,935,185	\$103,413,081	\$76,001,470
1st qtr 1993	\$131,750,804	\$112,661,470	\$75,246,135
2nd qtr 1993	\$153,229,776	\$131,034,818	\$99,546,835
3rd qtr 1993	\$149,871,433	\$115,396,037	\$105,415,578
4th qtr 1993	\$127,431,913	\$93,422,097	\$111,112,087
1st qtr 1994	\$157,420,604	\$128,362,242	\$111,042,039
2nd qtr 1994	\$163,550,340	\$130,231,246	\$118,324,597
3rd qtr 1994	\$145,653,655	\$100,016,648	\$127,905,942
4th qtr 1994	\$139,232,084	\$97,352,374	\$134,117,427
1st qtr 1995	\$141,686,848	\$110,611,264	\$127,859,913
2nd qtr 1995	\$142,664,825	\$112,500,562	\$126,667,662
3rd qtr 1995	\$85,718,832	\$45,466,007	\$114,131,962
4th qtr 1995	\$77,551,462	\$48,191,503	\$107,964,333
1st qtr 1996	\$76,194,589	\$51,976,718	\$86,795,091
2nd qtr 1996	\$73,127,973	\$57,403,490	\$69,677,406
3rd qtr 1996	\$52,886,905	\$27,904,317	\$58,544,626
4th qtr 1996	\$33,281,834	\$15,090,854	\$49,967,021
1st qtr 1997	\$32,483,574	\$21,902,975	\$37,599,798

Private Passenger Auto (All Physical Damage)

There were 82 groups, 216 companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 81 groups, 221 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	25.21%	\$169,751,332	4.75%	\$649,273,424	3.38%
2	Allstate Insurance Group	14.91%	\$105,216,274	18.47%	\$383,911,697	16.97%
3	Farmers Insurance Group	13.30%	\$88,443,809	2.19%	\$342,379,078	1.37%
4	USAA Group	5.78%	\$38,949,617	(1.14%)	\$148,827,662	(3.25%)
5	Progressive Group	5.20%	\$43,261,661	81.74%	\$133,910,894	32.50%
6	Texas State National Group	3.23%	\$22,379,442	(4.99%)	\$83,135,666	2.96%
7	Chartwell Group	3.04%	\$19,909,719	21.79%	\$78,336,675	88.71%
8	Nationwide Corporation	2.32%	\$15,927,970	15.13%	\$59,731,509	16.46%
9	Berkshire-Hathaway (GEICO)	2.21%	\$15,100,684	9.10%	\$57,022,483	9.32%
10	Southern Farm Bureau Casualty	2.19%	\$15,305,864	27.76%	\$56,312,045	20.50%
11	Home State County Mutual Ins. Co.	2.18%	\$13,707,466	(11.10%)	\$56,146,669	1.74%
12	Titus Group	1.55%	\$10,837,126	33.82%	\$39,861,067	34.62%
13	Travelers Insurance Group	1.28%	\$8,144,638	(2.78%)	\$33,064,436	2.78%
14	Winterthur US Holding Group	1.17%	\$7,586,304	25.11%	\$30,039,528	30.66%
15	American Financial Insurance Group	1.15%	\$5,443,220	(43.62%)	\$29,557,043	(37.48%)
16	Sentry Insurance Group	1.14%	\$6,621,448	(5.85%)	\$29,250,146	13.90%
17	UNINTRIN Inc.	1.03%	\$6,686,898	(10.66%)	\$26,644,074	(16.71%)
18	Texas Farm Bureau Mutual	1.02%	\$6,464,718	(3.59%)	\$26,182,466	(6.10%)
19	Safeco Insurance Group	1.00%	\$6,702,408	5.07%	\$25,696,855	8.81%
20	White Mountains Insurance Group	0.89%	\$6,526,204	1.61%	\$22,878,436	(8.31%)
21	Liberty Mutual Insurance Group	0.68%	\$4,111,694	(5.69%)	\$17,401,802	2.55%
22	Hartford Fire & Casualty Group	0.66%	\$3,977,670	(8.55%)	\$16,877,903	(18.34%)
23	TIG Insurance Group	0.49%	\$634,715	(38.61%)	\$12,518,320	183.28%
24	CNA Insurance Group	0.48%	\$3,639,403	(17.32%)	\$12,380,060	(6.84%)
25	Prudential of America Group	0.48%	\$2,667,226	(31.69%)	\$12,379,570	(25.13%)

Top 25 Groups Total	92.57%	\$627,997,510	8.30%	\$2,383,719,508	7.63%
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Total Market	100.00%	\$678,729,030	8.45%	\$2,575,073,908	7.75%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$610,977,069	\$575,461,147	\$385,178,441
4th qtr 1992	\$589,665,157	\$548,887,767	\$310,672,582
1st qtr 1993	\$653,177,101	\$605,155,835	\$283,431,816
2nd qtr 1993	\$631,542,466	\$591,347,378	\$370,355,804
3rd qtr 1993	\$640,680,991	\$584,357,495	\$307,188,307
4th qtr 1993	\$576,414,346	\$536,732,780	\$337,090,175
1st qtr 1994	\$623,865,853	\$602,502,504	\$299,742,476
2nd qtr 1994	\$605,542,042	\$567,090,769	\$433,308,232
3rd qtr 1994	\$616,153,985	\$598,925,376	\$342,100,244
4th qtr 1994	\$589,543,913	\$563,322,089	\$377,697,366
1st qtr 1995	\$636,597,284	\$613,453,011	\$337,473,760
2nd qtr 1995	\$620,058,100	\$604,533,300	\$750,747,191
3rd qtr 1995	\$621,158,353	\$587,314,749	\$442,378,479
4th qtr 1995	\$602,360,205	\$572,129,110	\$399,789,332
1st qtr 1996	\$661,211,696	\$625,848,161	\$408,449,491
2nd qtr 1996	\$657,453,162	\$623,904,901	\$486,880,137
3rd qtr 1996	\$679,988,265	\$645,211,857	\$444,120,569
4th qtr 1996	\$655,835,269	\$627,228,120	\$479,494,445
1st qtr 1997	\$723,987,387	\$678,729,030	\$451,996,361

Private Passenger Auto (Physical Damage Rate-Regulated Companies)

There were 70 groups, 193 rate-regulated companies, that had physical damage (no voluntary liability nor assigned risk) direct written premium for Private Passenger Auto in the first quarter of 1997, as compared to 70 groups, 200 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	35.49%	\$164,607,030	5.19%	\$628,512,910	3.88%
2	Farmers Insurance Group	16.84%	\$76,593,218	1.17%	\$298,158,629	1.14%
3	Allstate Insurance Group	14.28%	\$68,613,065	12.03%	\$252,918,531	7.86%
4	USAA Group	5.46%	\$22,896,727	(28.87%)	\$96,619,298	(32.13%)
5	Berkshire-Hathaway (GEICO)	3.22%	\$15,100,684	9.10%	\$57,022,483	9.32%
6	Southern Farm Bureau Casualty	3.18%	\$15,305,864	27.76%	\$56,312,045	20.50%
7	Nationwide Corporation	2.57%	\$12,327,977	17.16%	\$45,450,248	22.00%
8	Travelers Insurance Group	1.87%	\$8,144,638	(2.78%)	\$33,064,436	2.78%
9	UNTRIN Inc.	1.50%	\$6,686,898	(10.66%)	\$26,644,074	(16.71%)
10	Texas Farm Bureau Mutual	1.48%	\$6,464,718	(3.59%)	\$26,182,466	(6.10%)
11	Safeco Insurance Group	1.45%	\$6,702,408	5.07%	\$25,696,855	8.81%
12	Liberty Mutual Insurance Group	0.98%	\$4,111,694	(5.69%)	\$17,401,802	2.55%
13	Hartford Fire & Casualty Group	0.95%	\$3,977,670	(8.55%)	\$16,877,903	(18.34%)
14	CNA Insurance Group	0.70%	\$3,639,403	(17.32%)	\$12,380,060	(6.84%)
15	Prudential of America Group	0.70%	\$2,667,226	(31.69%)	\$12,379,570	(25.13%)
16	Metropolitan Group	0.64%	\$2,904,714	3.98%	\$11,342,843	3.82%
17	Amica Mutual Group	0.63%	\$2,476,143	(5.65%)	\$11,164,742	1.81%
18	Lincoln National Corporation	0.61%	\$2,840,190	2.89%	\$10,872,288	(1.73%)
19	Agricultural Workers Mut. Auto Ins. Co.	0.51%	\$2,206,059	(0.74%)	\$9,102,819	0.86%
20	Germania Insurance Group	0.47%	\$2,292,614	18.23%	\$8,363,422	17.46%
21	Lumbermans Mutual Casualty Group	0.46%	\$1,962,605	(8.75%)	\$8,214,011	(2.15%)
22	Horace Mann Group	0.45%	\$1,993,123	0.75%	\$7,880,036	2.69%
23	American National Financial Group	0.44%	\$2,139,347	11.99%	\$7,847,222	14.06%
24	Motors Insurance Corporation	0.39%	\$1,661,877	(2.76%)	\$6,917,928	(6.86%)
25	Commercial Union Insurance Co's.	0.36%	\$1,501,162	(6.94%)	\$6,387,623	(1.12%)

Top 25 Groups Total	95.65%	\$439,817,054	2.37%	\$1,693,714,244	0.70%
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Total Market	100.00%	\$460,352,234	2.60%	\$1,770,791,899	0.82%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$481,942,526	\$459,636,921	\$318,524,353
4th qtr 1992	\$450,982,812	\$437,663,686	\$251,893,541
1st qtr 1993	\$482,834,646	\$466,346,191	\$223,821,312
2nd qtr 1993	\$456,375,251	\$449,453,929	\$297,277,850
3rd qtr 1993	\$456,006,308	\$433,817,831	\$238,252,289
4th qtr 1993	\$425,572,978	\$409,587,014	\$262,131,460
1st qtr 1994	\$463,155,017	\$445,864,820	\$228,444,009
2nd qtr 1994	\$447,509,031	\$427,581,971	\$342,506,879
3rd qtr 1994	\$460,381,123	\$449,893,285	\$264,011,249
4th qtr 1994	\$430,803,729	\$418,261,833	\$291,178,207
1st qtr 1995	\$469,944,893	\$455,453,689	\$255,011,421
2nd qtr 1995	\$444,035,542	\$435,824,289	\$622,604,531
3rd qtr 1995	\$457,244,378	\$443,941,040	\$337,061,421
4th qtr 1995	\$431,261,064	\$427,882,482	\$300,761,428
1st qtr 1996	\$465,483,758	\$448,681,790	\$303,252,703
2nd qtr 1996	\$449,292,037	\$433,291,293	\$364,707,211
3rd qtr 1996	\$461,520,833	\$442,770,729	\$324,257,272
4th qtr 1996	\$438,247,880	\$434,377,643	\$352,752,303
1st qtr 1997	\$479,671,623	\$460,352,234	\$321,879,325

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

There were 23 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 first quarter of 1997, as compared to 21 groups, 21 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR PRIVATE PASSENGER AUTO

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Progressive Group	16.65%	\$43,261,557	81.74%	\$133,910,582	32.49%
2	Allstate Insurance Group	16.29%	\$36,603,209	32.79%	\$130,993,166	39.76%
3	Texas State National Group	10.34%	\$22,379,442	(4.99%)	\$83,135,666	2.96%
4	Chartwell Group	9.74%	\$19,909,719	21.79%	\$78,336,675	88.71%
5	Home State County Mutual Ins. Co.	6.98%	\$13,707,466	(11.10%)	\$56,146,669	1.74%
6	USAA Group	6.49%	\$16,052,890	122.76%	\$52,208,364	*
7	Farmers Insurance Group	5.50%	\$11,850,591	9.28%	\$44,220,449	2.89%
8	Titus Group	4.96%	\$10,837,126	33.82%	\$39,861,067	34.62%
9	American Financial Insurance Group	3.67%	\$5,443,220	(43.62%)	\$29,556,924	(37.48%)
10	Sentry Insurance Group	3.55%	\$6,371,076	(6.39%)	\$28,557,986	15.01%
11	Winterthur US Holding Group	2.97%	\$5,855,474	29.10%	\$23,911,536	51.26%
12	White Mountains Insurance Group	2.84%	\$6,526,204	1.61%	\$22,878,436	(8.31%)
13	State Farm Group	2.58%	\$5,144,302	(7.62%)	\$20,760,514	(9.88%)
14	Nationwide Corporation	1.78%	\$3,599,993	8.66%	\$14,281,261	1.75%
15	TIG Insurance Group	1.56%	\$629,026	(39.09%)	\$12,509,155	186.31%
16	General Agents Group	1.30%	\$3,356,611	57.82%	\$10,475,373	*
17	Safeway Insurance Group	0.99%	\$3,001,749	*	\$7,928,159	*
18	State Capital Group	0.67%	\$1,348,339	(44.06%)	\$5,383,116	(41.50%)
19	Allianz Insurance Group	0.34%	\$587,160	(7.57%)	\$2,772,306	6.66%
20	Foremost Corporation America	0.33%	\$829,641	0.18%	\$2,679,150	(11.97%)
21	Independent County Mutual Ins. Co.	0.23%	\$515,128	2.16%	\$1,833,322	(26.24%)
22	Orion Capital Group	0.23%	\$456,437	(6.18%)	\$1,831,697	(21.10%)
23	Vesta Insurance Group	0.01%	\$110,436	*	\$110,436	*
Top Groups Total		100.00%	\$218,376,796	23.26%	\$804,282,009	26.96%
Total Market		100.00%	\$218,376,796	23.26%	\$804,282,009	26.96%

* Insignificant premiums written in one quarter.

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 1992	\$129,034,543	\$115,824,226	\$66,654,088
4th qtr 1992	\$138,682,345	\$111,224,081	\$58,779,041
1st qtr 1993	\$170,342,455	\$138,809,644	\$59,610,504
2nd qtr 1993	\$175,167,215	\$141,893,449	\$73,077,954
3rd qtr 1993	\$184,674,683	\$150,539,664	\$68,936,018
4th qtr 1993	\$150,841,368	\$127,145,766	\$74,958,715
1st qtr 1994	\$160,710,836	\$156,637,684	\$71,298,467
2nd qtr 1994	\$158,033,011	\$139,508,798	\$90,801,353
3rd qtr 1994	\$155,772,862	\$149,032,091	\$78,088,995
4th qtr 1994	\$158,740,184	\$145,060,256	\$86,519,159
1st qtr 1995	\$166,652,391	\$157,999,322	\$82,462,339
2nd qtr 1995	\$176,022,558	\$168,709,011	\$128,142,660
3rd qtr 1995	\$163,913,975	\$143,373,709	\$105,317,058
4th qtr 1995	\$171,099,141	\$144,246,628	\$99,027,904
1st qtr 1996	\$195,727,938	\$177,166,371	\$105,196,788
2nd qtr 1996	\$208,161,125	\$190,613,608	\$122,172,926
3rd qtr 1996	\$218,467,432	\$202,441,128	\$119,863,297
4th qtr 1996	\$217,587,389	\$192,850,477	\$126,742,142
1st qtr 1997	\$244,315,764	\$218,376,796	\$130,117,036

Homeowners Multiple Peril (All Companies)

There were 71 groups, 168 companies, that had premiums on policies written for Homeowners Multiple Peril (includes renters' insurance) in the first quarter of 1997, as compared to 73 groups, 170 companies, in the first quarter of 1996.

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 first quarter of 1997 to premiums on policies written in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	33.62%	\$188,189,095	2.39%	\$816,915,138	6.03%
2	Farmers Insurance Group	17.27%	\$97,479,308	7.44%	\$419,654,877	7.27%
3	Allstate Insurance Group	12.95%	\$72,819,038	9.06%	\$314,697,898	13.84%
4	USAA Group	6.31%	\$33,511,119	6.96%	\$153,410,991	6.07%
5	Travelers Insurance Group	4.71%	\$26,087,876	7.93%	\$114,317,412	20.02%
6	Nationwide Corporation	2.25%	\$14,521,347	39.26%	\$54,565,712	39.78%
7	Safeco Insurance Group	1.91%	\$10,926,333	6.56%	\$46,505,936	7.75%
8	Texas Farm Bureau Mutual	1.79%	\$9,984,327	2.24%	\$43,372,856	5.06%
9	Titus Group	1.71%	\$8,221,912	(12.94%)	\$41,454,868	(11.40%)
10	Chubb & Son Inc.	1.62%	\$9,752,277	7.77%	\$39,412,865	8.26%
11	Winterthur US Holding Group	1.52%	\$7,819,019	(27.32%)	\$36,941,083	(19.02%)
12	CNA Insurance Group	1.19%	\$8,689,090	4.60%	\$28,854,322	(8.45%)
13	UNINTRIN Inc.	1.15%	\$6,620,010	(5.71%)	\$28,038,461	(10.12%)
14	Liberty Mutual Insurance Group	1.03%	\$5,899,844	13.46%	\$24,967,717	14.07%
15	Hartford Fire & Casualty Group	0.90%	\$5,333,606	11.54%	\$21,981,339	9.88%
16	Amica Mutual Group	0.78%	\$4,144,515	11.69%	\$18,837,519	10.88%
17	Allianz Insurance Group	0.76%	\$4,206,457	27.72%	\$18,489,306	21.44%
18	Lumbermans Mutual Casualty Group	0.74%	\$4,090,410	(5.08%)	\$18,072,556	(0.49%)
19	American National Financial Group	0.69%	\$4,061,638	35.25%	\$16,694,006	35.98%
20	Metropolitan Group	0.67%	\$3,716,055	(5.11%)	\$16,341,371	(29.51%)
21	Lincoln National Corporation	0.54%	\$3,002,750	(8.87%)	\$13,112,423	(7.38%)
22	Commercial Union Insurance Co's.	0.45%	\$2,442,274	(7.06%)	\$10,866,650	6.11%
23	General Accident Insurance	0.42%	\$2,674,073	24.73%	\$10,146,453	22.69%
24	Central Mutual Insurance Co. of Ohio	0.41%	\$2,464,918	16.27%	\$10,077,931	18.98%
25	W R Berkley Corporation	0.34%	\$1,876,135	(8.01%)	\$8,314,539	(9.60%)

Top 25 Groups Total	95.74%	\$538,533,426	5.13%	\$2,326,044,229	7.14%
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Total Market	100.00%	\$562,524,505	4.83%	\$2,429,667,898	5.95%
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$537,610,143	\$509,123,907	\$567,048,419
4th qtr 1992	\$471,357,082	\$411,525,292	\$376,258,831
1st qtr 1993	\$470,543,684	\$442,186,296	\$286,193,406
2nd qtr 1993	\$554,660,445	\$518,767,754	\$410,541,425
3rd qtr 1993	\$598,360,601	\$555,192,226	\$307,695,463
4th qtr 1993	\$529,999,658	\$482,257,180	\$321,328,737
1st qtr 1994	\$532,541,239	\$489,509,443	\$276,372,563
2nd qtr 1994	\$621,560,643	\$577,721,290	\$542,624,658
3rd qtr 1994	\$633,996,205	\$584,424,492	\$394,990,949
4th qtr 1994	\$544,112,881	\$506,794,681	\$317,850,063
1st qtr 1995	\$534,583,419	\$504,912,643	\$295,828,219
2nd qtr 1995	\$630,924,160	\$601,610,199	\$780,554,937
3rd qtr 1995	\$646,709,555	\$610,273,315	\$511,610,477
4th qtr 1995	\$581,348,145	\$544,747,718	\$416,544,143
1st qtr 1996	\$571,892,751	\$536,605,208	\$306,300,976
2nd qtr 1996	\$679,944,846	\$644,031,987	\$414,718,637
3rd qtr 1996	\$691,782,488	\$653,987,932	\$352,051,094
4th qtr 1996	\$605,639,412	\$569,123,474	\$317,853,967
1st qtr 1997	\$599,069,304	\$562,524,505	\$277,693,109

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>
1987	61.3%
1988	66.7%
1989	112.7%
1990	84.8%
1991	67.2%
1992	107.6%
1993	66.1%
1994	73.3%
1995	92.6%
1996	59.4%

Homeowners Multiple Peril (Rate-Regulated Companies)

There were 53 groups, 127 rate-regulated (no Lloyds or Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the first quarter of 1997, as compared to 55 groups, 128 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	28.92%	\$36,728,657	(27.93%)	\$200,613,106	(5.32%)
2	Allstate Insurance Group	11.91%	\$18,547,207	(4.30%)	\$82,605,116	1.10%
3	Travelers Insurance Group	9.43%	\$14,951,011	1.85%	\$65,408,064	13.80%
4	Farmers Insurance Group	7.50%	\$11,641,879	(3.19%)	\$52,030,722	(1.99%)
5	USAA Group	6.41%	\$10,022,176	13.10%	\$44,466,650	13.51%
6	Winterthur US Holding Group	4.73%	\$6,697,571	(31.06%)	\$32,807,776	(22.06%)
7	UNITRIN Inc.	3.98%	\$6,521,878	(6.18%)	\$27,638,176	(9.76%)
8	Liberty Mutual Insurance Group	3.60%	\$5,899,844	13.46%	\$24,967,717	14.07%
9	Amica Mutual Group	2.72%	\$4,144,515	11.69%	\$18,837,519	10.88%
10	Lumbermans Mutual Casualty Group	2.61%	\$4,090,410	(5.08%)	\$18,072,556	(0.49%)
11	CNA Insurance Group	2.45%	\$4,390,839	(5.63%)	\$16,958,193	(12.38%)
12	Lincoln National Corporation	1.89%	\$3,002,750	(8.87%)	\$13,112,423	(7.38%)
13	Commercial Union Insurance Co's.	1.57%	\$2,442,274	(7.06%)	\$10,867,338	6.12%
14	General Accident Insurance	1.46%	\$2,674,073	24.73%	\$10,146,453	22.69%
15	American National Financial Group	1.25%	\$1,762,112	(9.24%)	\$8,678,663	(11.89%)
16	Nationwide Corporation	1.18%	\$2,062,456	20.68%	\$8,176,004	19.94%
17	Beacon Insurance Group	1.18%	\$2,084,855	6.81%	\$8,170,840	4.19%
18	Mutual Assurance Group	0.99%*	*	*	\$6,890,035*	(24.14%)*
19	Horace Mann Group	0.96%	\$1,526,549	17.79%	\$6,625,254	6.41%
20	Zurich American Insurance Group	0.91%	\$1,437,408	(10.17%)	\$6,328,626	(14.67%)
21	American Indemnity Financial	0.51%	\$814,593	(2.71%)	\$3,504,333	(4.79%)
22	Allmerica Financial Corporation	0.48%	\$656,644	(4.59%)	\$3,335,019	6.23%
23	W R Berkley Corporation	0.44%	\$707,458	(13.70%)	\$3,058,514	(15.35%)
24	Germania Insurance Group	0.38%	\$590,664	6.49%	\$2,661,321	5.46%
25	Preferred Risk Group	0.33%	\$464,876	(14.94%)	\$2,272,572	(7.59%)

Top 25 Groups Total	97.79%	\$143,862,699	(11.60%)	\$678,232,990	(1.38%)
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Total Market	100.00%	\$147,358,155	(11.98%)	\$693,578,133	(4.14%)
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* Data for first quarter 1997 unavailable at time of publication.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$216,234,731	\$204,068,379	\$226,819,368
4th qtr 1992	\$193,526,153	\$175,727,873	\$150,503,532
1st qtr 1993	\$192,954,685	\$180,931,583	\$116,312,487
2nd qtr 1993	\$218,431,355	\$202,850,231	\$157,726,557
3rd qtr 1993	\$224,357,457	\$206,338,238	\$112,311,598
4th qtr 1993	\$187,224,520	\$169,608,716	\$120,857,223
1st qtr 1994	\$190,370,776	\$174,098,266	\$103,310,814
2nd qtr 1994	\$218,982,630	\$197,086,754	\$172,948,979
3rd qtr 1994	\$214,592,708	\$189,673,807	\$132,320,512
4th qtr 1994	\$181,369,312	\$169,322,107	\$107,207,059
1st qtr 1995	\$182,993,759	\$172,484,830	\$103,753,971
2nd qtr 1995	\$207,217,269	\$196,039,192	\$250,996,642
3rd qtr 1995	\$205,384,123	\$192,609,387	\$163,504,705
4th qtr 1995	\$178,599,733	\$167,430,221	\$122,077,376
1st qtr 1996	\$178,116,425	\$167,421,166	\$95,359,982
2nd qtr 1996	\$201,706,278	\$191,730,434	\$118,565,329
3rd qtr 1996	\$197,441,833	\$189,332,184	\$99,681,001
4th qtr 1996	\$175,478,642	\$165,157,360	\$94,731,554
1st qtr 1997	\$159,473,806	\$147,358,155	\$83,065,778

Homeowners Multiple Peril (Non-Rate-Regulated Companies)

There were 39 groups, 41 non-rate-regulated (Lloyds and Reciprocal) companies, that had direct written premium for Homeowners Multiple Peril in the first quarter of 1997, as compared to 40 groups, 42 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR HOMEOWNERS MULTIPLE PERIL

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	State Farm Group	35.50%	\$151,460,438	14.01%	\$616,302,032	10.34%
2	Farmers Insurance Group	21.18%	\$85,837,429	9.06%	\$367,624,155	8.73%
3	Allstate Insurance Group	13.37%	\$54,271,831	14.52%	\$232,092,782	19.18%
4	USAA Group	6.28%	\$23,488,943	4.53%	\$108,944,341	3.30%
5	Travelers Insurance Group	2.82%	\$11,136,865	17.35%	\$48,909,348	29.49%
6	Safeco Insurance Group	2.68%	\$10,926,333	6.56%	\$46,505,936	7.75%
7	Nationwide Corporation	2.67%	\$12,458,891	42.90%	\$46,389,708	43.97%
8	Texas Farm Bureau Mutual	2.50%	\$9,984,327	2.24%	\$43,372,856	5.06%
9	Titus Group	2.39%	\$8,221,912	(12.94%)	\$41,454,868	(11.40%)
10	Chubb & Son Inc.	2.27%	\$9,752,277	7.77%	\$39,412,865	8.27%
11	Hartford Fire & Casualty Group	1.27%	\$5,335,476	11.57%	\$21,984,139	10.04%
12	Allianz Insurance Group	1.06%	\$4,206,457	27.72%	\$18,487,717	21.44%
13	Metropolitan Group	0.94%	\$3,713,402	(5.18%)	\$16,335,405	(24.95%)
14	CNA Insurance Group	0.69%	\$4,298,251	17.63%	\$11,896,129	(2.20%)
15	Central Mutual Ins. Co. of Ohio	0.58%	\$2,464,918	16.27%	\$10,077,444	18.98%
16	American National Financial Group	0.46%	\$2,299,526	116.61%	\$8,015,343	*
17	Apex Lloyds Insurance Company	0.34%	\$1,350,889	(37.02%)	\$5,920,004	(19.05%)
18	Mortgage Bankers Group	0.33%	\$1,445,528	66.59%	\$5,710,147	92.51%
19	W R Berkley Corporation	0.30%	\$1,168,677	(4.19%)	\$5,256,025	(5.88%)
20	National Group Insurance Companies	0.29%	\$1,194,225	15.39%	\$5,050,783	38.50%
21	Armed Forces Insurance Exchange	0.28%	\$1,007,928	6.46%	\$4,928,451	5.15%
22	Winterthur US Holding Group	0.24%	\$1,121,448	7.50%	\$4,133,307	17.23%
23	American Bankers Florida Group	0.23%	\$838,317	(16.88%)	\$4,023,594	(13.73%)
24	Vesta Insurance Group	0.19%	\$716,535	*	\$3,377,870	175.08%
25	Midland-Guardian Group	0.18%	\$679,048	(20.57%)	\$3,118,084	(31.39%)

Top 25 Groups Total	99.03%	\$409,379,871	11.76%	\$1,719,323,333	10.73%
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Total Market	100.00%	\$415,166,350	12.46%	\$1,736,089,765	10.60%
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$321,375,412	\$305,055,528	\$340,229,051
4th qtr 1992	\$277,830,929	\$235,797,419	\$225,755,299
1st qtr 1993	\$277,588,999	\$261,254,713	\$169,880,919
2nd qtr 1993	\$336,229,090	\$315,917,523	\$252,814,868
3rd qtr 1993	\$374,003,144	\$348,853,988	\$195,383,865
4th qtr 1993	\$342,775,138	\$312,648,464	\$200,471,514
1st qtr 1994	\$342,170,463	\$315,411,177	\$173,061,749
2nd qtr 1994	\$402,578,013	\$380,634,536	\$369,675,679
3rd qtr 1994	\$419,403,497	\$394,750,685	\$262,670,437
4th qtr 1994	\$362,743,569	\$337,472,574	\$210,643,004
1st qtr 1995	\$351,589,660	\$332,427,813	\$192,074,248
2nd qtr 1995	\$423,706,891	\$405,571,007	\$529,558,295
3rd qtr 1995	\$441,325,432	\$417,663,928	\$348,105,772
4th qtr 1995	\$402,748,412	\$377,317,497	\$294,466,767
1st qtr 1996	\$393,776,326	\$369,184,042	\$210,940,994
2nd qtr 1996	\$478,238,568	\$452,301,553	\$296,153,308
3rd qtr 1996	\$494,340,655	\$464,655,748	\$252,370,093
4th qtr 1996	\$430,160,770	\$403,966,114	\$223,122,413
1st qtr 1997	\$439,595,498	\$415,166,350	\$194,627,331

Workers' Compensation (All Companies)

There were 105 groups, 265 companies, that had direct written premium for Workers' Compensation in the first quarter of 1997, as compared to 99 groups, 253 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Texas Workers' Comp. Ins. Fund	20.54%	\$71,194,917	(38.82%)	\$336,300,671	(30.83%)
2	American International Group	7.63%	\$31,127,044	(39.28%)	\$124,954,958	(5.09%)
3	CNA Insurance Group	6.79%	\$35,738,245	14.30%	\$111,122,942	(14.77%)
4	Lumbermans Mutual Casualty Group	5.28%	\$23,334,775	(10.69%)	\$86,378,996	19.89%
5	Reliance Group Incorporated	4.64%	\$28,232,945	(15.17%)	\$75,893,221	(13.82%)
6	Travelers Insurance Group	4.04%	\$19,217,605	88.94%	\$66,214,042	(11.36%)
7	Liberty Mutual Insurance Group	3.71%	\$27,957,797	(14.16%)	\$60,827,846	(44.80%)
8	Hartford Fire & Casualty Group	3.19%	\$15,724,460	15.02%	\$52,206,562	33.31%
9	Orion Capital Group	2.29%	\$9,236,002	(16.81%)	\$37,546,545	(29.32%)
10	Transport Holdings Inc.	2.23%	\$9,390,997	(31.95%)	\$36,532,341	(10.53%)
11	Nationwide Corporation	2.12%	\$9,961,356	86.49%	\$34,713,613	13.90%
12	Zurich American Insurance Group	2.11%	\$10,362,442	124.36%	\$34,606,642	36.72%
13	Zenith National Insurance Group	2.01%	\$6,812,012	(14.19%)	\$32,987,092	(2.97%)
14	Old Republic Group	1.80%	\$5,377,573	(21.72%)	\$29,399,666	(9.82%)
15	Allianz Insurance Group	1.57%	\$6,272,196	4.13%	\$25,748,693	13.62%
16	Crum & Forster Insurance Co's.	1.55%	\$7,127,300	31.24%	\$25,440,298	13.91%
17	St. Paul Companies	1.53%	\$5,718,395	16.39%	\$25,060,884	58.58%
18	Mortgage Bankers Group	1.52%	\$5,948,289	(1.03%)	\$24,847,847	(11.62%)
19	General Accident Insurance	1.37%	\$5,043,526	9.63%	\$22,364,678	95.89%
20	Service Life Group	1.21%	\$19,088,715	(22.38%)	\$19,836,555	(26.09%)
21	Association Casualty	1.21%	\$4,945,787	9.36%	\$19,821,876	23.26%
22	Amerisure Companies	1.19%	\$4,842,060	73.44%	\$19,454,204	(4.88%)
23	Farmers Insurance Group	1.03%	\$4,099,783	(16.85%)	\$16,813,599	3.75%
24	Royal Insurance Group	1.01%	\$2,544,532	20.98%	\$16,530,567	20.67%
25	Chubb & Son Inc.	0.98%	\$4,280,071	3.62%	\$16,098,801	(8.48%)

Top 25 Groups Total	82.55%	\$373,578,824	(14.01%)	\$1,351,703,139	(13.35%)
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Total Market	100.00%	\$453,438,864	(11.01%)	\$1,637,375,037	(9.09%)
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$798,062,503	\$634,833,499	\$555,138,480
4th qtr 1992	\$611,406,456	\$448,197,519	\$526,470,725
1st qtr 1993	\$651,341,766	\$581,628,560	\$456,578,899
2nd qtr 1993	\$541,731,426	\$534,139,479	\$425,510,814
3rd qtr 1993	\$564,433,127	\$569,136,516	\$361,113,470
4th qtr 1993	\$534,631,999	\$496,039,169	\$340,634,109
1st qtr 1994	\$561,608,543	\$555,113,578	\$304,252,933
2nd qtr 1994	\$564,765,056	\$472,902,994	\$293,759,081
3rd qtr 1994	\$490,402,099	\$486,126,245	\$288,584,623
4th qtr 1994	\$519,438,875	\$491,491,380	\$275,369,102
1st qtr 1995	\$510,842,803	\$508,795,889	\$258,197,622
2nd qtr 1995	\$441,674,516	\$433,896,159	\$259,507,992
3rd qtr 1995	\$472,406,330	\$455,898,476	\$259,707,366
4th qtr 1995	\$402,555,729	\$401,696,092	\$266,005,328
1st qtr 1996	\$577,080,257	\$509,511,182	\$282,536,912
2nd qtr 1996	\$409,563,674	\$378,400,229	\$276,137,126
3rd qtr 1996	\$403,782,391	\$409,693,220	\$271,110,812
4th qtr 1996	\$375,796,251	\$395,842,724	\$303,407,717
1st qtr 1997	\$517,118,957	\$453,438,864	\$233,916,178

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	104.7%
1988	109.6%
1989	104.2%
1990	95.0%
1991	79.6%
1992	71.5%
1993	63.3%
1994	38.7%
1995	61.3%
1996	68.5%

Workers' Compensation (Voluntary Market)

There were 105 groups, 265 companies, that had voluntary direct written premium for Workers' Compensation in the first quarter of 1997, as compared to 98 groups, 251 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR WORKERS' COMPENSATION

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Texas Workers' Comp. Ins. Fund	19.41%	\$67,485,166	(41.51%)	\$313,828,087	(32.60%)
2	American International Group	7.73%	\$31,127,044	(39.28%)	\$124,954,958	(5.09%)
3	CNA Insurance Group	6.87%	\$35,738,672	14.30%	\$111,124,490	(14.78%)
4	Lumbermans Mutual Casualty Group	5.35%	\$23,318,587	(11.22%)	\$86,526,999	17.27%
5	Reliance Group Incorporated	4.69%	\$28,232,945	(15.17%)	\$75,893,221	(13.82%)
6	Travelers Insurance Group	4.18%	\$19,217,605	85.98%	\$67,662,718	(11.55%)
7	Liberty Mutual Insurance Group	3.76%	\$27,962,090	(14.34%)	\$60,855,233	(44.75%)
8	Hartford Fire & Casualty Group	3.24%	\$15,831,857	15.80%	\$52,366,765	32.29%
9	Orion Capital Group	2.32%	\$9,236,002	(16.81%)	\$37,546,545	(29.32%)
10	Transport Holdings Inc.	2.26%	\$9,390,997	(31.95%)	\$36,532,341	(10.53%)
11	Nationwide Corporation	2.15%	\$9,961,361	86.73%	\$34,805,033	15.11%
12	Zurich American Insurance Group	2.14%	\$10,362,442	124.36%	\$34,606,642	36.72%
13	Zenith National Insurance Group	2.04%	\$6,812,012	(14.19%)	\$32,987,092	(2.97%)
14	Old Republic Group	1.82%	\$5,377,573	(21.72%)	\$29,399,666	(9.82%)
15	Allianz Insurance Group	1.59%	\$6,272,196	4.13%	\$25,748,693	13.62%
16	Crum & Forster Insurance Co's.	1.57%	\$7,131,139	31.14%	\$25,446,662	11.80%
17	St. Paul Companies	1.55%	\$5,718,395	16.39%	\$25,060,884	58.58%
18	Mortgage Bankers Group	1.54%	\$5,948,289	(1.03%)	\$24,847,847	(11.62%)
19	General Accident Insurance	1.38%	\$5,043,526	9.63%	\$22,364,678	95.89%
20	Service Life Group	1.23%	\$19,088,715	(22.38%)	\$19,836,555	(26.09%)
21	Association Casualty	1.23%	\$4,945,787	9.36%	\$19,821,876	23.26%
22	Amerisure Companies	1.20%	\$4,842,060	73.44%	\$19,454,204	(4.88%)
23	Farmers Insurance Group	1.04%	\$4,099,783	(16.85%)	\$16,813,599	3.75%
24	Royal Insurance Group	1.02%	\$2,544,532	20.98%	\$16,530,567	20.67%
25	Chubb & Son Inc.	1.00%	\$4,280,071	3.62%	\$16,098,801	(8.48%)

Top 25 Groups Total	82.32%	\$369,968,846	(14.72%)	\$1,331,114,156	(13.76%)
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Total Market	100.00%	\$449,828,886	(11.56%)	\$1,617,052,451	(9.38%)
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QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$669,032,844	\$392,683,195	\$363,068,359
4th qtr 1992	\$517,493,883	\$303,491,075	\$355,070,058
1st qtr 1993	\$574,890,312	\$454,528,011	\$313,227,080
2nd qtr 1993	\$472,109,429	\$423,661,580	\$294,794,251
3rd qtr 1993	\$507,508,855	\$484,922,584	\$258,420,593
4th qtr 1993	\$498,034,258	\$442,770,748	\$246,898,632
1st qtr 1994	\$556,524,252	\$528,861,443	\$221,491,441
2nd qtr 1994	\$557,098,658	\$455,732,983	\$238,330,685
3rd qtr 1994	\$483,106,382	\$471,587,659	\$209,727,272
4th qtr 1994	\$514,174,416	\$485,215,899	\$239,877,979
1st qtr 1995	\$504,395,626	\$503,795,920	\$214,640,626
2nd qtr 1995	\$434,650,136	\$432,487,193	\$225,639,769
3rd qtr 1995	\$464,641,200	\$453,894,311	\$224,489,104
4th qtr 1995	\$396,357,091	\$389,435,824	\$232,077,588
1st qtr 1996	\$570,810,673	\$508,598,211	\$251,351,695
2nd qtr 1996	\$402,772,171	\$365,766,167	\$240,044,757
3rd qtr 1996	\$398,598,974	\$406,035,209	\$245,300,728
4th qtr 1996	\$373,057,831	\$395,422,189	\$282,511,737
1st qtr 1997	\$511,923,843	\$449,828,886	\$213,714,563

Workers' Compensation (Residual Market)

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

For the four quarters ending with the first quarter of 1997 the START program reported \$22,472,584 in direct premiums written. This accounted for 110.58% of all Residual Market experience reported and was an increase of 9.33% over the same period one year prior. Of this amount \$3,709,751 was written in the first quarter of 1997 which was a 276.49% increase from the first quarter of 1996.

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 Fund. The table on the following page contains data solely for the Fund. 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 1992	\$129,029,659	\$242,150,304	\$192,070,121
4th qtr 1992	\$93,912,573	\$144,706,444	\$171,400,667
1st qtr 1993	\$76,451,454	\$127,100,549	\$143,351,819
2nd qtr 1993	\$69,621,997	\$110,477,899	\$130,716,563
3rd qtr 1993	\$56,924,272	\$84,213,932	\$102,692,877
4th qtr 1993	\$36,597,741	\$53,268,421	\$93,735,477
1st qtr 1994	\$5,084,291	\$26,252,135	\$82,761,492
2nd qtr 1994	\$7,666,398	\$17,170,011	\$55,428,396
3rd qtr 1994	\$7,295,717	\$14,538,586	\$78,857,351
4th qtr 1994	\$5,264,459	\$6,275,481	\$35,491,123
1st qtr 1995	\$6,447,177	\$4,999,969	\$43,556,996
2nd qtr 1995	\$7,024,380	\$1,408,966	\$33,868,223
3rd qtr 1995	\$7,765,130	\$2,004,165	\$35,218,262
4th qtr 1995	\$6,198,638	\$12,260,268	\$33,927,740
1st qtr 1996	\$6,269,584	\$912,971	\$31,185,217
2nd qtr 1996	\$6,791,503	\$12,634,062	\$36,092,369
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	\$20,201,615

QUARTERLY EXPERIENCE
The Texas Workers' Compensation Insurance Fund

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	\$0	\$0	\$0
4th qtr 1992	\$0	\$0	\$0
1st qtr 1993	\$0	\$0	\$0
2nd qtr 1993	\$0	\$0	\$0
3rd qtr 1993	\$0	\$0	\$0
4th qtr 1993	\$0	\$0	\$0
1st qtr 1994	\$5,084,291	\$5,084,291	\$7,298
2nd qtr 1994	\$7,666,398	\$7,666,398	\$232,318
3rd qtr 1994	\$7,295,717	\$5,623,596	\$555,306
4th qtr 1994	\$5,264,459	\$6,326,840	\$1,454,285
1st qtr 1995	\$6,447,177	\$6,766,829	\$1,104,601
2nd qtr 1995	\$7,024,380	\$4,424,113	\$1,985,824
3rd qtr 1995	\$7,765,130	\$4,932,138	\$2,124,768
4th qtr 1995	\$6,198,638	\$10,213,355	\$2,256,434
1st qtr 1996	\$6,269,584	\$985,350	\$4,402,318
2nd qtr 1996	\$6,791,503	\$12,905,623	\$758,010
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

Workers' Compensation (Deductible Plans)

There were 99 groups, 214 companies which wrote voluntary policies for Workers' Compensation in the first quarter of 1997, as compared to 93 groups, 237 companies in the first quarter of 1996.

The data contained in the following table represents direct policies written as new or renewal policies in the first quarter of 1997. 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 illustrates the volume of Workers' Compensation insurance written on policies which do not include a deductible plan.

WORKERS' COMPENSATION DEDUCTIBLE PLANS

	Policies Written 1st Qtr 1997	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	19	\$121,069	\$109,193	9.81%
Premium of \$10,000 - \$24,999	22	\$339,972	\$305,814	10.05%
Premium of \$25,000 - \$49,999	14	\$497,965	\$392,505	21.18%
Premium of \$50,000 - \$74,999	9	\$517,848	\$362,046	30.09%
Premium of \$75,000 - \$100,000	11	\$997,834	\$602,735	39.60%
Total Per Accident Plan	75	\$2,474,688	\$1,772,293	28.38%
Aggregate Deductible Plan				
Premium of \$5,000 - \$9,999	18	\$131,862	\$117,005	11.27%
Premium of \$10,000 - \$24,999	22	\$351,533	\$301,116	14.34%
Premium of \$25,000 - \$49,999	12	\$396,286	\$331,360	16.38%
Premium of \$50,000 - \$74,999	3	\$182,480	\$141,071	22.69%
Premium of \$75,000 - \$100,000	3	\$249,999	\$146,413	41.43%
Total Aggregate Plan	58	\$1,312,160	\$1,036,965	20.97%
Per Accident/Aggregate Combination Deductible Plan				
Premium of \$5,000 - \$9,999	54	\$400,361	\$367,939	8.10%
Premium of \$10,000 - \$24,999	59	\$941,171	\$856,016	9.05%
Premium of \$25,000 - \$49,999	18	\$620,859	\$515,891	16.91%
Premium of \$50,000 - \$74,999	5	\$320,431	\$232,922	27.31%
Premium of \$75,000 - \$100,000	5	\$414,858	\$340,880	17.83%
Total Combination Plan	141	\$2,697,680	\$2,313,648	14.24%
Negotiated Deductible Plan				
Premium Up To \$100,000	447	\$11,050,376	\$2,693,517	75.63%
Premium of \$100,001 - \$150,000	81	\$9,868,812	\$2,318,178	76.51%
Premium of \$150,001 - \$250,000	100	\$19,343,848	\$4,847,364	74.94%
Premium of \$250,001 - \$350,000	60	\$18,142,941	\$4,273,721	76.44%
Premium of \$350,001 - \$500,000	68	\$28,330,416	\$6,321,385	77.69%
Premium of \$500,001 - \$750,000	41	\$25,359,439	\$4,969,984	80.40%
Premium of \$750,001 - \$1,000,000	34	\$29,586,653	\$4,496,095	84.80%
Premium of \$1,000,001 - \$2,500,000	71	\$111,731,850	\$22,171,167	80.16%
Premium of \$2,500,001 - \$5,000,000	17	\$58,083,510	\$10,672,981	81.62%
Premium of \$5,000,001 and above	12	\$136,778,186	\$25,271,882	81.52%
Total Negotiated Plan	931	\$448,276,031	\$88,036,274	80.36%
No Deductible Plan				
Premium Less Than \$5,000	21,648	\$35,677,594	\$35,677,594	0.00%
Premium of \$5,000 - \$9,999	4,692	\$33,179,506	\$33,179,506	0.00%
Premium of \$10,000 - \$24,999	3,974	\$63,198,095	\$63,198,095	0.00%
Premium of \$25,000 - \$49,999	1,514	\$52,949,471	\$52,949,471	0.00%
Premium of \$50,000 - \$74,999	519	\$31,639,920	\$31,639,920	0.00%
Premium of \$75,000 - \$100,000	263	\$22,409,238	\$22,409,238	0.00%
Premium Greater Than \$100,000	504	\$179,710,839	\$179,710,839	0.00%
Total No Deductible Plan	33,114	\$418,764,663	\$418,764,663	0.00%
TOTAL ALL PLANS	34,319	\$873,525,222	\$511,923,843	41.40%

Boiler & Machinery

There were 38 groups, 80 companies, that had direct written premium for Boiler & Machinery in the first quarter of 1997, as compared to 40 groups, 78 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR BOILER & MACHINERY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Hartford Steam Boiler Group	20.06%	\$2,092,181	14.19%	\$9,097,864	(0.73%)
2	Lumbermans Mutual Casualty Group	11.03%	\$1,427,513	(15.19%)	\$5,003,351	(8.75%)
3	Travelers Insurance Group	10.04%	\$1,096,784	7.69%	\$4,555,975	3.37%
4	Protection Mutual Insurance Company	9.58%	\$608,284	54.44%	\$4,343,775	(7.66%)
5	Arkwright Boston Group	9.38%	\$288,424	(9.87%)	\$4,256,862	(3.20%)
6	Chubb & Son Inc.	7.72%	\$931,183	5.99%	\$3,500,621	15.82%
7	Allendale Group	6.83%	\$564,226	(28.54%)	\$3,099,412	(19.04%)
8	Zurich American Insurance Group	5.10%	\$217,958	38.96%	\$2,314,481	52.58%
9	Reliance Group Incorporated	4.44%	\$29,550	(94.37%)	\$2,015,136	(59.11%)
10	TIG Insurance Group	3.75%	\$58,224	(14.64%)	\$1,699,180	511.78%
11	CNA Insurance Group	2.61%	\$144,614	(65.58%)	\$1,183,057	24.71%
12	American International Group	1.79%	\$237,945	*	\$810,014	*
13	Nationwide Corporation	1.68%	\$366,114	330.67%	\$760,895	33.41%
14	Allianz Insurance Group	1.25%	\$47,915	(42.58%)	\$566,146	77.03%
15	Hartford Fire & Casualty Group	1.08%	\$152,624	*	\$490,112	31.59%
16	St. Paul Companies	0.90%	\$90,933	371.43%	\$407,689	50.96%
17	Commercial Union Insurance Co's.	0.69%	\$103,633	94.49%	\$314,399	(2.12%)
18	Preferred Risk Group	0.49%	\$69,756	39.30%	\$222,379	11.15%
19	Cigna Group	0.36%	\$18,990	*	\$165,312	*
20	Royal Insurance Group	0.26%	\$58,840	*	\$115,793	12.64%
21	Allstate Insurance Group	0.21%	\$29,946	71.27%	\$96,898	51.81%
22	Sentry Insurance Group	0.11%	\$12,777	36.14%	\$50,709	56.79%
23	Mercury General Group	0.11%	\$7,493	12.07%	\$48,714	*
24	Federated Mutual Group	0.09%	\$11,284	9.82%	\$42,476	13.00%
25	Florists Mutual Group	0.08%	\$13,113	96.89%	\$35,602	*
Top 25 Groups Total		99.64%	\$8,680,304	3.59%	\$45,196,852	0.39%
Total Market		100.00%	\$8,752,091	2.93%	\$45,360,298	(0.41%)

* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	*	*	*
4th qtr 1992	*	*	*
1st qtr 1993	*	*	*
2nd qtr 1993	*	*	*
3rd qtr 1993	*	*	*
4th qtr 1993	\$16,353,022	\$15,229,377	\$7,934,921
1st qtr 1994	\$11,237,463	\$9,649,143	\$7,740,284
2nd qtr 1994	\$15,872,695	\$13,375,863	\$9,071,133
3rd qtr 1994	\$12,743,548	\$11,929,997	\$6,267,187
4th qtr 1994	\$18,860,735	\$16,864,685	\$994,800
1st qtr 1995	\$9,279,746	\$8,572,978	\$4,745,626
2nd qtr 1995	\$13,326,698	\$12,929,400	\$3,207,036
3rd qtr 1995	\$12,214,712	\$9,798,039	\$4,014,279
4th qtr 1995	\$15,535,917	\$14,318,246	\$9,245,111
1st qtr 1996	\$10,029,771	\$8,503,251	\$7,323,439
2nd qtr 1996	\$12,146,756	\$11,061,403	\$6,202,512
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	\$9,159,643	\$8,752,091	\$3,450,807

* Data not collected prior to the 4th quarter of 1993.

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	16.9%
1988	73.5%
1989	40.8%
1990	225.6%
1991	124.5%
1992	13.0%
1993	79.5%
1994	39.9%
1995	43.4%
1996	71.1%

Commercial Crime

There were 44 groups, 88 companies, that had direct written premium for Commercial Crime in the first quarter of 1997, as compared to 42 groups, 79 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL CRIME

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Chubb & Son Inc.	54.09%	\$1,113,881	(26.56%)	\$5,883,615	(2.81%)
2	Zurich American Insurance Group	12.81%	\$359,250	17.43%	\$1,393,599	(11.55%)
3	American International Group	8.66%	\$123,024	(30.50%)	\$941,657	12.04%
4	Reliance Group Incorporated	5.88%	\$272,760	179.79%	\$639,696	1.58%
5	Travelers Insurance Group	4.20%	\$136,404	293.00%	\$457,174	64.29%
6	Preferred Risk Group	3.08%	\$106,044	27.90%	\$335,000	(1.88%)
7	St. Paul Companies	2.27%	\$70,480	*	\$246,872	90.17%
8	Hartford Fire & Casualty Group	1.67%	\$36,641	(3.72%)	\$182,180	82.95%
9	Crum & Forster Insurance Co's.	1.39%	\$49,465	(7.80%)	\$151,493	(7.75%)
10	UNITRIN Inc.	0.72%	\$20,805	(28.52%)	\$78,672	(9.34%)
11	CUNA Mutual Group	0.63%	\$23,093	69.38%	\$68,690	(4.92%)
12	Federated Mutual Group	0.52%	\$12,205	36.98%	\$56,785	6.17%
13	Protection Mutual Insurance Company	0.45%	\$6,405	*	\$49,386	68.15%
14	Lumbermans Mutual Casualty Group	0.43%	\$16,747	(39.09%)	\$46,312	(7.66%)
15	Chrysler Group	0.28%	\$8,681	(7.32%)	\$30,464	(0.59%)
16	Nationwide Corporation	0.27%	\$12,661	38.01%	\$28,907	(42.83%)
17	CNA Insurance Group	0.26%	\$12,730	(51.67%)	\$28,575	48.10%
18	Allendale Group	0.26%	\$3,123	87.79%	\$27,988	(39.34%)
19	Deere & Company Group	0.23%	\$13,512	(33.46%)	\$24,975	(51.77%)
20	Royal Insurance Group	0.23%	\$4,263	*	\$24,944	17.52%
21	Executive Risk Companies	0.18%	\$3,147	*	\$20,004	*
22	Miller Insurance Group	0.16%	\$1,012	(82.19%)	\$17,225	15.44%
23	American Financial Insurance Group	0.15%	(\$199,009)	*	\$15,889	6.19%
24	Lincoln National Corporation	0.14%	\$247	(73.15%)	\$14,750	72.27%
25	State Farm Group	0.13%	\$1,878	(30.65%)	\$14,660	9.84%
Top 25 Groups Total		99.10%	\$2,209,449	(10.97%)	\$10,779,512	0.97%
Total Market		100.00%	\$2,240,161	(11.92%)	\$10,877,931	0.66%

* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	*	*	*
4th qtr 1992	*	*	*
1st qtr 1993	*	*	*
2nd qtr 1993	*	*	*
3rd qtr 1993	*	*	*
4th qtr 1993	\$1,677,118	\$1,627,562	\$490,506
1st qtr 1994	\$1,324,383	\$1,407,041	\$284,766
2nd qtr 1994	\$1,358,269	\$1,419,309	\$198,911
3rd qtr 1994	\$1,116,845	\$1,196,386	\$354,516
4th qtr 1994	\$1,291,067	\$1,312,913	\$225,445
1st qtr 1995	\$2,276,387	\$2,431,816	\$209,079
2nd qtr 1995	\$2,593,418	\$2,953,801	\$555,103
3rd qtr 1995	\$2,292,688	\$2,448,400	\$662,813
4th qtr 1995	\$2,749,095	\$2,861,398	(\$7,850)
1st qtr 1996	\$1,996,866	\$2,543,225	\$404,653
2nd qtr 1996	\$2,848,677	\$3,148,500	\$395,857
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	\$687,417

* Data not collected prior to the 4th quarter of 1993.

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	23.8%
1988	41.8%
1989	29.9%
1990	27.3%
1991	29.7%
1992	24.6%
1993	18.5%
1994	22.5%
1995	16.1%
1996	19.4%

Commercial Glass

There were 34 groups, 54 companies, that had direct written premium for Commercial Glass in the first quarter of 1997, as compared to 38 groups, 60 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR COMMERCIAL GLASS

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	UNITRIN Inc.	37.55%	\$43,875	(21.98%)	\$198,419	(11.40%)
2	Mercury General Group	7.15%	\$9,216	17.85%	\$37,788	*
3	Zurich American Insurance Group	6.63%	\$12,572	(4.59%)	\$35,041	(41.31%)
4	EMC Insurance Companies	5.21%	\$8,331	85.79%	\$27,537	46.93%
5	Travelers Insurance Group	4.59%	\$12,623	*	\$24,252	66.65%
6	Federated Mutual Group	4.11%	\$3,819	(17.92%)	\$21,715	0.63%
7	Lincoln National Corporation	4.03%	\$5,152	2.94%	\$21,285	1.83%
8	St. Paul Companies	3.63%	\$2,824	(54.16%)	\$19,162	(22.38%)
9	Sentry Insurance Group	3.10%	\$2,754	(35.12%)	\$16,355	(22.37%)
10	Farmers Insurance Group	2.93%	\$3,156	(21.26%)	\$15,491	(94.40%)
11	Deere & Company Group	2.92%	\$4,312	(11.15%)	\$15,435	2.98%
12	Royal Insurance Group	2.90%	\$1,511	11.93%	\$15,335	(25.29%)
13	American Indemnity Financial	2.42%	\$1,232	(21.53%)	\$12,802	31.82%
14	American International Group	2.19%	\$0	(100.00%)	\$11,599	*
15	W R Berkley Corporation	1.61%	\$880	132.80%	\$8,532	(18.49%)
16	Ohio Casualty Group	1.37%	\$1,912	(33.80%)	\$7,227	(38.16%)
17	Central Mutual Ins. Co. of Ohio	1.27%	\$215	*	\$6,712	14.77%
18	Hartford Fire & Casualty Group	1.17%	\$2,908	25.24%	\$6,180	(16.34%)
19	CNA Insurance Group	1.00%	\$347	(72.28%)	\$5,271	(18.90%)
20	Beacon Insurance Group	0.59%	\$541	67.49%	\$3,136	10.93%
21	Miller Insurance Group	0.59%	(\$269)	(122.99%)	\$3,105	22.82%
22	Chrysler Group	0.50%	\$1,130	146.19%	\$2,652	(14.95%)
23	American Financial Insurance Group	0.46%	\$1,438	79.08%	\$2,440	(5.28%)
24	Harco National Insurance Company	0.45%	\$1,650	*	\$2,381	*
25	Preferred Risk Group	0.43%	\$357	128.85%	\$2,290	15.02%

Top 25 Groups Total	98.81%	\$122,486	(3.46%)	\$522,142	(34.13%)
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Total Market	100.00%	\$126,069	(1.48%)	\$528,430	(36.89%)
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* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	*	*	*
4th qtr 1992	*	*	*
1st qtr 1993	*	*	*
2nd qtr 1993	*	*	*
3rd qtr 1993	*	*	*
4th qtr 1993	\$301,807	\$300,314	\$44,559
1st qtr 1994	\$308,808	\$293,190	\$77,724
2nd qtr 1994	\$360,864	\$370,068	\$91,810
3rd qtr 1994	\$323,022	\$302,674	\$78,742
4th qtr 1994	\$227,999	\$242,272	\$138,473
1st qtr 1995	\$257,568	\$239,536	\$67,507
2nd qtr 1995	\$317,840	\$286,183	\$106,654
3rd qtr 1995	\$245,865	\$229,668	\$78,672
4th qtr 1995	\$233,805	\$193,433	\$41,606
1st qtr 1996	\$141,382	\$127,967	\$30,823
2nd qtr 1996	\$158,795	\$140,729	\$33,810
3rd qtr 1996	\$165,453	\$140,389	\$36,889
4th qtr 1996	\$156,778	\$121,243	\$36,288
1st qtr 1997	\$147,830	\$126,069	\$21,580

* Data not collected prior to the 4th quarter of 1993.

EARNED TO INCURRED LOSS RATIO BY YEAR

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

Year	Loss Ratio
1987	26.4%
1988	19.3%
1989	30.2%
1990	24.9%
1991	36.9%
1992	8.0%
1993	25.2%
1994	17.4%
1995	32.9%
1996	23.7%

Medical Professional Liability

There were 38 groups, 50 companies, that had direct written premium for Medical Professional Liability (includes regulated and nonregulated companies) in the first quarter of 1997, as compared to 33 groups, 44 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MEDICAL PROFESSIONAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Health Care Indemnity Inc.	27.34%	\$83,568,376	22.27%	\$80,101,654	(43.97%)
2	Medical Protective Company	14.51%	\$7,266,142	(10.87%)	\$42,507,064	(31.04%)
3	Western Indemnity Insurance Co.	8.41%	\$9,254,406	189.16%	\$24,646,926	97.18%
4	American Physicians Ins. Exchange	6.89%	\$4,870,133	(9.60%)	\$20,170,348	(14.38%)
5	St. Paul Companies	5.75%	\$2,005,212	(13.66%)	\$16,846,562	(0.72%)
6	PIE Mutual Insurance Group	5.27%	\$752,793	(79.45%)	\$15,433,940	(23.87%)
7	Frontier Insurance Group	3.92%	\$1,876,891	44.25%	\$11,489,506	173.16%
8	Mutual Assurance Companies	3.64%	\$3,638,637	102.63%	\$10,660,401	47.64%
9	CNA Insurance Group	3.18%	\$2,710,502	(43.19%)	\$9,330,170	(43.25%)
10	Texas Hospital Insurance Exchange	2.35%	\$1,464,561	(9.87%)	\$6,885,424	14.86%
11	American International Group	2.14%	\$2,761,837	1967.10%	\$6,265,611	377.42%
12	MMI Companies Group	1.93%	\$1,859,210	34.40%	\$5,654,794	(33.13%)
13	Farmers Insurance Group	1.88%	\$1,586,932	17.11%	\$5,522,027	4.41%
14	Allianz Insurance Group	1.70%	\$90,117	(95.20%)	\$4,985,603	(25.71%)
15	PHICO Insurance Company	1.63%	\$338,835	*	\$4,780,776	*
16	Texas Medical Liab.Underwriting Assoc.	1.57%	\$1,214,671	(7.05%)	\$4,601,351	(37.49%)
17	Doctors Company Group	1.32%	\$928,511	16.57%	\$3,865,399	101.62%
18	Preferred Physicians Insurance Co.	1.28%	\$3,080,025	18.58%	\$3,749,026	24.68%
19	Travelers Insurance Group	1.15%	\$1,320,801	(14.42%)	\$3,377,531	15.75%
20	National Chiropractic Mutual Ins. Co.	1.04%	\$1,115,812	(11.36%)	\$3,044,783	(6.36%)
21	Insurance Western Group	0.86%	\$163,550	30.32%	\$2,506,476	7.10%
22	Zurich American Insurance Group	0.49%	\$594,941	34.00%	\$1,421,530	(8.98%)
23	Podiatry Ins. Co. of America RRG	0.42%	\$321,187	1.93%	\$1,238,969	2.97%
24	Legion Insurance Company	0.28%	\$0	*	\$811,403	*
25	Parthanon Group	0.22%	\$213,331	(29.68%)	\$638,984	(13.43%)
Top 25 Groups Total		99.18%	\$132,997,413	16.65%	\$290,536,258	(18.80%)
Total Market		100.00%	\$133,784,995	16.60%	\$292,951,738	(18.46%)

* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	*	*	*
4th qtr 1992	*	*	*
1st qtr 1993	*	*	*
2nd qtr 1993	*	*	*
3rd qtr 1993	*	*	*
4th qtr 1993	\$36,934,978	\$37,758,945	\$46,810,592
1st qtr 1994	\$57,343,312	\$51,175,364	\$50,776,887
2nd qtr 1994	\$77,251,913	\$77,474,973	\$51,492,736
3rd qtr 1994	\$68,985,647	\$70,360,691	\$2,553,192
4th qtr 1994	\$40,468,946	\$43,092,539	\$74,035,442
1st qtr 1995	\$68,464,527	\$72,369,916	\$48,182,784
2nd qtr 1995	\$54,151,497	\$75,090,427	\$40,820,995
3rd qtr 1995	\$69,941,692	\$111,217,428	\$47,612,275
4th qtr 1995	\$43,145,176	\$58,247,051	\$67,315,494
1st qtr 1996	\$114,189,070	\$114,738,793	\$56,684,025
2nd qtr 1996	\$45,514,973	\$54,716,151	\$47,353,607
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	\$135,290,238	\$133,784,995	\$43,011,466

* Data not collected prior to the 4th quarter of 1993.

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>
1987	123.4%
1988	118.6%
1989	100.5%
1990	131.2%
1991	113.6%
1992	105.9%
1993	102.5%
1994	92.0%
1995	87.7%
1996	80.1%

Miscellaneous Professional Liability

There were 34 groups, 59 companies, that had direct written premium for Miscellaneous Professional Liability in the first quarter of 1997, as compared to 33 groups, 61 companies, in the first quarter of 1996.

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 first quarter of 1997 to direct written premium in the first quarter of 1996 for the same groups.

DIRECT PREMIUMS WRITTEN MARKET SHARE FOR MISC. PROFESSIONAL LIABILITY

4 Qtrs Rank	Group Name	Market Share (4 Qtrs)	Written 1st Quarter 1997	% Change 1st Quarter 1996 to 1997	4 Quarters Ending 1st Qtr 1997	% Change 4 Qtrs Ending 1996 to 1997
1	Chubb & Son Inc.	34.60%	\$5,748,233	(3.19%)	\$31,192,393	27.61%
2	Reliance Group Incorporated	19.98%	\$3,055,460	14.51%	\$18,007,603	11.49%
3	St. Paul Companies	12.11%	\$2,313,496	(9.90%)	\$10,919,292	(5.99%)
4	General Electric Group	8.60%	\$2,344,874	(14.88%)	\$7,750,244	(21.14%)
5	Nationwide Corporation	5.41%	\$1,475,015	8.43%	\$4,881,142	(5.29%)
6	CNA Insurance Group	4.75%	\$673,074	(37.69%)	\$4,279,335	(36.29%)
7	Titan Group of Companies	2.47%	\$495,009	(6.07%)	\$2,229,823	4.57%
8	Executive Risk Companies	1.86%	\$635,721	305.18%	\$1,674,795	456.50%
9	Mt. Hawley Insurance Group	1.73%	\$154,758	(53.01%)	\$1,560,171	(18.68%)
10	Utica National Insurance Group	1.57%	\$310,196	(28.20%)	\$1,414,512	(27.91%)
11	AON Corporation	1.57%	\$349,122	10.25%	\$1,414,231	4.67%
12	Union Labor Group	1.20%	\$210,095	(24.68%)	\$1,085,895	4.81%
13	Allianz Insurance Group	1.15%	\$357,116	59.70%	\$1,032,712	(14.30%)
14	Legion Insurance Company	0.70%	\$156,131	*	\$635,115	*
15	Oakley Insurance Group	0.58%	\$135,015	109.73%	\$521,595	710.24%
16	Northland Group	0.37%	\$33,346	88.23%	\$337,416	63.65%
17	American RE Group	0.28%	\$99,135	*	\$252,897	*
18	Lumbermans Mutual Casualty Group	0.26%	\$34,343	(50.86%)	\$231,614	17.34%
19	Travelers Insurance Group	0.17%	\$1,987	(47.66%)	\$150,027	1200.40%
20	Zurich American Insurance Group	0.10%	\$31,067	(13.14%)	\$94,308	(82.73%)
21	UNITRIN Inc.	0.10%	\$60,924	*	\$93,850	(8.01%)
22	Gryphon Holdings Inc.	0.10%	\$27,851	*	\$87,952	73.83%
23	Old Republic Group	0.09%	\$0	*	\$82,864	*
24	Safeco Insurance Group	0.08%	\$19,766	104.22%	\$76,548	31.42%
25	Hartford Fire & Casualty Group	0.05%	\$17,878	11.15%	\$42,626	(24.63%)
Top 25 Groups Total		99.90%	\$18,739,612	(0.71%)	\$90,048,960	5.78%
Total Market		100.00%	\$18,790,732	(0.78%)	\$90,141,762	5.47%

* Insignificant premiums written in one quarter.

QUARTERLY EXPERIENCE

Reporting Period	Premiums on Policies Written	Direct Written Premium	Direct Losses Paid
3rd qtr 1992	*	*	*
4th qtr 1992	*	*	*
1st qtr 1993	*	*	*
2nd qtr 1993	*	*	*
3rd qtr 1993	*	*	*
4th qtr 1993	\$20,324,250	\$15,362,507	\$11,018,151
1st qtr 1994	\$18,707,583	\$21,325,110	\$6,229,518
2nd qtr 1994	\$19,240,620	\$22,841,578	\$3,700,887
3rd qtr 1994	\$22,065,616	\$21,347,076	\$6,146,661
4th qtr 1994	\$22,095,790	\$20,963,889	\$16,514,895
1st qtr 1995	\$22,080,891	\$20,526,056	\$13,948,832
2nd qtr 1995	\$21,914,469	\$22,212,007	\$12,204,127
3rd qtr 1995	\$20,230,545	\$20,209,532	\$15,784,680
4th qtr 1995	\$23,742,729	\$24,108,975	\$10,623,777
1st qtr 1996	\$18,960,106	\$18,938,530	\$6,150,305
2nd qtr 1996	\$24,677,778	\$23,514,629	\$1,746,023
3rd qtr 1996	\$22,670,456	\$22,291,295	\$3,952,673
4th qtr 1996	\$25,372,332	\$25,545,106	\$8,184,171
1st qtr 1997	\$20,222,193	\$18,790,732	\$11,091,285

* Data not collected prior to the 4th quarter of 1993.

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>
1987	86.1%
1988	78.9%
1989	77.6%
1990	89.2%
1991	91.3%
1992	102.9%
1993	102.8%
1994	64.8%
1995	96.7%
1996	99.0%

“Miscellaneous Professional Liability” is reported under “General Liability” on the Annual Statement.

Complaint Data

The following chart presents a comparison of written complaints received and closed by TDI in the first quarter of 1997 and the first quarter of 1996. Also included are the number of direct policies written and the percent of complaints per policy for each line of business.

Line of Business	1ST QUARTER 1997			1ST QUARTER 1996		
	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	1	8,991	0.01112%	1	8,947	0.01118%
General Liability - Other ⁺	95	178,820	0.05313%	70	166,120	0.04214%
Fire & Allied Lines	21	65,274	0.03217%	29	68,605	0.04227%
Commercial Multiple Peril	21	65,677	0.03197%	22	64,321	0.03420%
Private Passenger Auto ⁺⁺	1,942	4,643,048	0.04183%	1,943	4,158,850	0.04672%
Homeowners	396	776,399	0.05100%	384	765,848	0.05014%
Workers' Compensation	52	34,651	0.15007%	64	33,775	0.18949%
Boiler & Machinery	**	**	**	**	**	**
Commercial Crime	**	**	**	**	**	**
Commercial Glass	**	**	**	**	**	**
Medical Professional Liability	8	6,795	0.11773%	10	7,748	0.12907%
Misc. Professional Liability	8	4,703	0.17010%	8	4,807	0.16642%

⁺ The General Electric Group wrote 57,660 small premium pre-paid legal policies in the 1st quarter of 1997 and 72,457 policies in the 1st quarter of 1996 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 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 (based on policies written in the last quarter) for these two lines of insurance are presented on the next two pages.

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

1997 Policies Written Rank	Group Name	1ST QUARTER 1997			1ST QUARTER 1996		
		Number of Complaints	Number of Policies Written	Percent of Complaints per Policy	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy
22	American Financial Insurance Group	43	22,610	0.19018%	64	64,131	0.09980%
25	Safeway Insurance Group	24	18,263	0.13141%	0	0	0.00000%
10	Home State County Mutual Ins. Co.	98	81,934	0.11961%	97	82,242	0.11794%
7	Texas State National Group	114	128,671	0.08860%	228	125,791	0.18125%
6	Chartwell Group	121	160,656	0.07532%	35	70,281	0.04980%
17	Safeco Insurance Group	22	31,221	0.07047%	12	27,189	0.04414%
21	Hartford Fire & Casualty Group	16	24,370	0.06565%	10	26,535	0.03769%
18	UNITRIN Inc.	20	30,861	0.06481%	16	33,496	0.04777%
8	Nationwide Corporation	56	89,207	0.06278%	39	78,678	0.04957%
15	Winterthur US Holding Group	24	42,980	0.05584%	14	40,066	0.03494%
23	Liberty Mutual Insurance Group	12	21,866	0.05488%	14	21,197	0.06605%
4	Allstate Insurance Group	230	437,448	0.05258%	156	399,740	0.03903%
14	Travelers Insurance Group	23	45,307	0.05076%	16	44,665	0.03582%
13	Sentry Insurance Group	22	47,716	0.04611%	16	51,321	0.03118%
19	Titus Group	13	29,405	0.04421%	4	19,036	0.02101%
24	CNA Insurance Group	8	19,091	0.04190%	9	19,894	0.04524%
16	Texas Farm Bureau Mutual	13	32,299	0.04025%	14	35,693	0.03922%
11	Berkshire-Hathaway (GEICO)	28	74,705	0.03748%	31	66,866	0.04636%
12	White Mountains Insurance Group	20	72,222	0.02769%	22	80,039	0.02749%
2	Farmers Insurance Group	187	752,375	0.02485%	160	762,024	0.02100%
9	Southern Farm Bureau Casualty	22	89,197	0.02466%	31	86,369	0.03589%
5	USAA Group	28	164,373	0.01703%	26	158,226	0.01643%
1	State Farm Group	191	1,307,614	0.01461%	212	1,326,052	0.01599%
20	Lincoln National Corporation	4	28,795	0.01389%	5	28,252	0.01770%
3	Progressive Group	72	627,600	0.01147%	71	260,781	0.02723%
	(All other licensed insurers)	199	262,262	0.07588%	190	250,286	0.07591%
	(No company identified)*	332			451		
TOTALS		1,942	4,643,048	0.04183%	1,943	4,158,850	0.04672%

* 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 FIRST QUARTER DATA LISTED BY PERCENT OF COMPLAINTS PER POLICY

1997 Policies Written Rank	Group Name	1ST QUARTER 1997			1ST QUARTER 1996		
		Number of Complaints	Number of Policies Written	Percent of Complaints per Policy	Number of Complaints	Number of Policies Written	Percent of Complaints per Policy
17	Metropolitan Group	4	4,111	0.09730%	3	5,013	0.05984%
24	General Accident Insurance	3	3,358	0.08934%	3	2,596	0.11556%
8	Safeco Insurance Group	10	11,815	0.08464%	14	11,498	0.12176%
13	UNITRIN Inc.	7	8,889	0.07875%	7	9,908	0.07065%
12	Liberty Mutual Insurance Group	7	9,239	0.07577%	8	8,343	0.09589%
6	Nationwide Corporation	16	22,613	0.07076%	6	17,384	0.03451%
9	Winterthur US Holding Group	7	10,531	0.06647%	7	15,494	0.04518%
21	Lincoln National Corporation	2	3,600	0.05556%	1	4,179	0.02393%
15	American National Financial Group	3	5,506	0.05449%	3	4,046	0.07415%
14	Hartford Fire & Casualty Group	3	6,048	0.04960%	6	5,957	0.10072%
2	Farmers Insurance Group	71	143,176	0.04959%	59	136,443	0.04324%
10	CNA Insurance Group	4	10,016	0.03994%	1	8,759	0.01142%
1	State Farm Group	97	254,082	0.03818%	100	259,101	0.03859%
7	Texas Farm Bureau Mutual	4	12,726	0.03143%	4	13,016	0.03073%
25	Central Mutual Insurance Co. of Ohio	1	3,294	0.03036%	1	2,932	0.03411%
23	Commercial Union Insurance Co's.	1	3,493	0.02863%	2	3,827	0.05226%
20	Beacon Insurance Group	1	3,661	0.02731%	1	3,392	0.02948%
5	Travelers Insurance Group	10	39,285	0.02546%	10	35,449	0.02821%
19	Lumbermans Mutual Casualty Group	1	3,973	0.02517%	0	4,170	0.00000%
18	Chubb & Son Inc.	1	4,074	0.02455%	0	4,182	0.00000%
3	Allstate Insurance Group	27	112,960	0.02390%	34	113,895	0.02985%
4	USAA Group	5	44,855	0.01115%	3	42,882	0.00700%
11	Titus Group	1	9,958	0.01004%	1	11,511	0.00869%
16	Amica Mutual Group	0	4,361	0.00000%	0	4,303	0.00000%
22	Service Life Group	0	3,538	0.00000%	0	0	0.00000%
	(All other licensed insurers)	51	37,237	0.13696%	66	37,568	0.17568%
	(No company identified)*	59			44		
TOTALS		396	776,399	0.05100%	384	765,848	0.05014%

* 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 Co.
Allstate Insurance Group -----	Allstate County Mutual Insurance Co.
American Financial Ins. Group -----	Great Texas County Mutual Insurance Co.
Chartwell Group -----	Old American County Mutual Fire Insurance Co.
Farmers Insurance Group -----	Farmers Texas County Mutual Insurance Co.
Foremost Corporation America -----	Foremost County Mutual Insurance Co.
General Agents Group -----	Gainsco County Mutual Insurance Co.
Home State County Mutual Ins. Co. -----	Home State County Mutual Insurance Co.
Independent County Mutual Ins. Co. -----	Independent County Mutual Insurance Co.
Nationwide Corporation -----	Colonial County Mutual Insurance Co.
Orion Capital Group -----	Viking County Mutual Insurance Co.
Progressive Casualty Group -----	Progressive County Mutual Insurance Co.
Safeway Insurance Group -----	Oak Brook County Mutual Insurance Co.
Sentry Insurance Group -----	Dairyland County Mutual Of Texas
State Capital Group -----	Northwestern National County Mutual Insurance Co.
State Farm Group -----	State Farm County Mutual of Texas
Texas State National Group -----	State And County Mutual Fire Insurance Co.
TIG Insurance Group -----	Industrial County Mutual Insurance Co.
Titus Group -----	Consumers County Mutual Insurance Co.
USAA Group -----	USAA County Mutual Insurance Co.
Vesta Insurance Group -----	Vesta County Mutual Insurance Co.
White Mountains Insurance Group -----	Charter County Mutual Insurance Co.
Winterthur US Holding Group -----	Southern County Mutual Insurance Co.