

SERFF Tracking Number: ARKS-126033545 State: Arkansas
Filing Company: 22098 - GRAIN DEALERS MUTUAL INSURANCE COMPANY State Tracking Number: #51002706 \$100
Company Tracking Number:
TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)
Product Name: n/a
Project Name/Number: /

Filing at a Glance

Company: 22098 - GRAIN DEALERS MUTUAL INSURANCE COMPANY

Product Name: n/a SERFF Tr Num: ARKS-126033545 State: Arkansas
TOI: 19.0 Personal Auto SERFF Status: Closed State Tr Num: #51002706 \$100
Sub-TOI: 19.0001 Private Passenger Auto (PPA) Co Tr Num: State Status: Fees verified and received
Filing Type: Rate Co Status: Reviewer(s): Alexa Grissom, Betty Montesi
Author: Disposition Date: 03/03/2009
Date Submitted: 02/12/2009 Disposition Status: Filed
Effective Date Requested (New): 06/01/2009 Effective Date (New): 06/01/2009
Effective Date Requested (Renewal): 06/01/2009 Effective Date (Renewal):

State Filing Description:

General Information

Project Name: Status of Filing in Domicile:
Project Number: Domicile Status Comments:
Reference Organization: Reference Number:
Reference Title: Advisory Org. Circular:
Filing Status Changed: 03/03/2009
State Status Changed: 02/17/2009 Deemer Date:
Corresponding Filing Tracking Number:
Filing Description:

Company and Contact

Filing Contact Information

NA NA, NA@NA.com
NA (123) 555-4567 [Phone]

SERFF Tracking Number: ARKS-126033545

State: Arkansas

Filing Company: 22098 - GRAIN DEALERS MUTUAL
INSURANCE COMPANY

State Tracking Number: #51002706 \$100

Company Tracking Number:

TOI: 19.0 Personal Auto

Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

NA, AR 00000

Filing Company Information

22098 - GRAIN DEALERS MUTUAL
INSURANCE COMPANY

CoCode: 22098

State of Domicile: Arkansas

No Address

Group Code:

Company Type:

City, AR 99999

Group Name:

State ID Number:

(999) 999-9999 ext. [Phone]

FEIN Number: 99-9999999

SERFF Tracking Number: ARKS-126033545

State: Arkansas

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INSURANCE COMPANY

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Company Tracking Number:

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Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Filing Fees

Fee Required? No

Retaliatory? No

Fee Explanation:

Per Company: No

SERFF Tracking Number: ARKS-126033545

State: Arkansas

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TOI: 19.0 Personal Auto

Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	03/03/2009	03/03/2009

Objection Letters and Response Letters

Objection Letters

Response Letters

Status	Created By	Created On	Date Submitted	Responded By	Created On	Date Submitted
Pending	Alexa Grissom	02/17/2009	02/17/2009			
Industry						
Response						

SERFF Tracking Number: ARKS-126033545

State: Arkansas

Filing Company: 22098 - GRAIN DEALERS MUTUAL
INSURANCE COMPANY

State Tracking Number: #51002706 \$100

Company Tracking Number:

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Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Disposition

Disposition Date: 03/03/2009

Effective Date (New): 06/01/2009

Effective Date (Renewal):

- Effective Date (New) changed from 05/01/2009 to 06/01/2009 by Lacy, William on 04/21/2009.

Status: Filed

Comment:

Rate data does NOT apply to filing.

SERFF Tracking Number: ARKS-126033545 State: Arkansas
 Filing Company: 22098 - GRAIN DEALERS MUTUAL State Tracking Number: #51002706 \$100
 INSURANCE COMPANY

Company Tracking Number:

TOI: 19.0 Personal Auto Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Item Type	Item Name	Item Status	Public Access
Supporting Document	A-1 Private Passenger Auto Abstract	Filed	Yes
Supporting Document	APCS-Auto Premium Comparison Survey	Filed	Yes
Supporting Document	NAIC loss cost data entry document	Filed	Yes
Supporting Document	NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Filed	Yes
Supporting Document	Uniform Transmittal Document-Property & Casualty	Filed	Yes
Supporting Document	ARKS-126033545		Yes
Supporting Document	Change Effective Dates		Yes

SERFF Tracking Number: ARKS-126033545

State: Arkansas

Filing Company: 22098 - GRAIN DEALERS MUTUAL
INSURANCE COMPANY

State Tracking Number: #51002706 \$100

Company Tracking Number:

TOI: 19.0 Personal Auto

Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Objection Letter

Objection Letter Status Pending Industry Response

Objection Letter Date 02/17/2009

Submitted Date 02/17/2009

Respond By Date

Dear NA NA,

This will acknowledge receipt of the captioned filing. Need APCS in Excel. Credit justification.

Please feel free to contact me if you have questions.

Sincerely,

Alexa Grissom

SERFF Tracking Number: ARKS-126033545

State: Arkansas

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INSURANCE COMPANY

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Project Name/Number: /

Rate Information

Rate data does NOT apply to filing.

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Product Name: n/a

Project Name/Number: /

Supporting Document Schedules

Unsatisfied -Name: A-1 Private Passenger Auto Abstract	Review Status: Filed	03/03/2009
Comments:		
Unsatisfied -Name: APCS-Auto Premium Comparison Survey	Review Status: Filed	03/03/2009
Comments:		
Unsatisfied -Name: NAIC loss cost data entry document	Review Status: Filed	03/03/2009
Comments:		
Unsatisfied -Name: NAIC Loss Cost Filing Document for OTHER than Workers' Comp	Review Status: Filed	03/03/2009
Comments:		
Unsatisfied -Name: Uniform Transmittal Document- Property & Casualty	Review Status: Filed	03/03/2009
Comments:		
Satisfied -Name: ARKS-126033545	Review Status:	03/03/2009
Comments:		
Attachments: ARKS-126033545.pdf ARKS-126033545-1.pdf ARKS-126033545-2.pdf		

SERFF Tracking Number: ARKS-126033545

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Company Tracking Number:

TOI: 19.0 Personal Auto

Sub-TOI: 19.0001 Private Passenger Auto (PPA)

Product Name: n/a

Project Name/Number: /

Review Status:

Satisfied -Name: Change Effective Dates

04/21/2009

Comments:

Attachment:

outbind___63_.pdf

Alexa Grissom

From: PHolliday@graindealers.com
Sent: Wednesday, February 25, 2009 8:02 AM
To: Alexa Grissom
Subject: Re: Personal Auto (Tier Program)
Attachments: PPA Survey FORM APCS.xls; FORM RF-1 Rate Filing Abstract.doc; Grain Dealers Auto data.pdf

Dear Ms. Grissom:

Attached is the APCS in Excel format.

Attached is RF-1.

Attached is information that we are sending to justify the credit ranges.

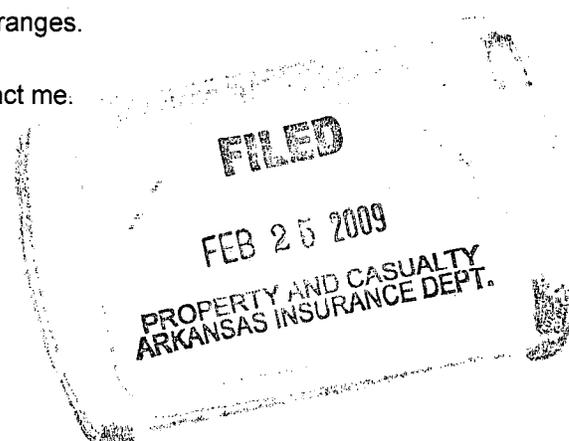
If you have any other questions, please do not hesitate to contact me.

Respectfully,

Pam Holliday

State Filings Coordinator

Grain Dealers Mutual Insurance Company



"Alexa Grissom" <Alexa.Grissom@arkansas.gov>

02/17/2009 04:48 PM

To <phollida@graindealers.com>

cc

Subject Personal Auto (Tier Program)

Ms. Holiday

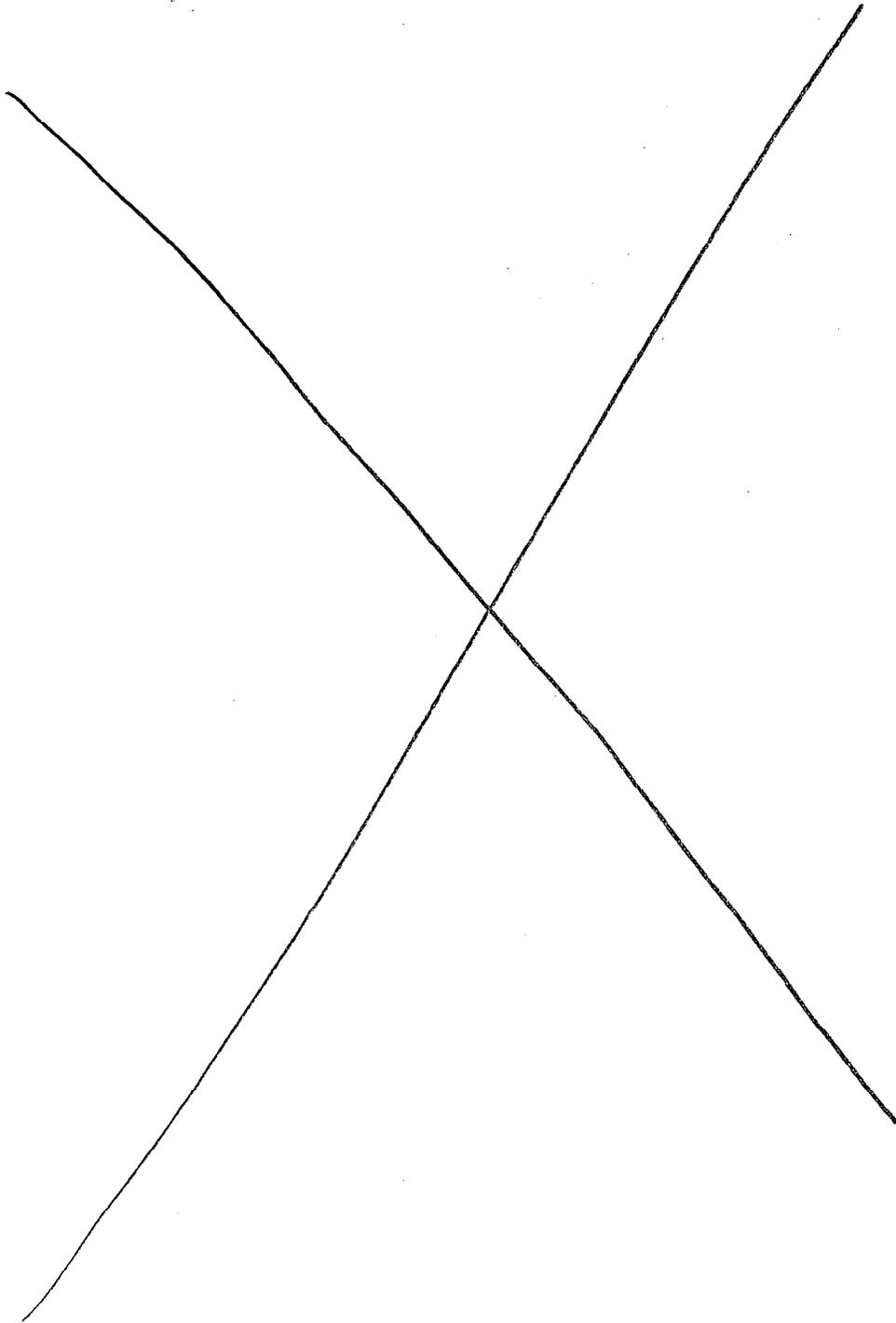
This will acknowledge receipt of the above-captioned filing. Please provide a copy of the APCS in Excel. Additionally, please submit a completed RF-1.

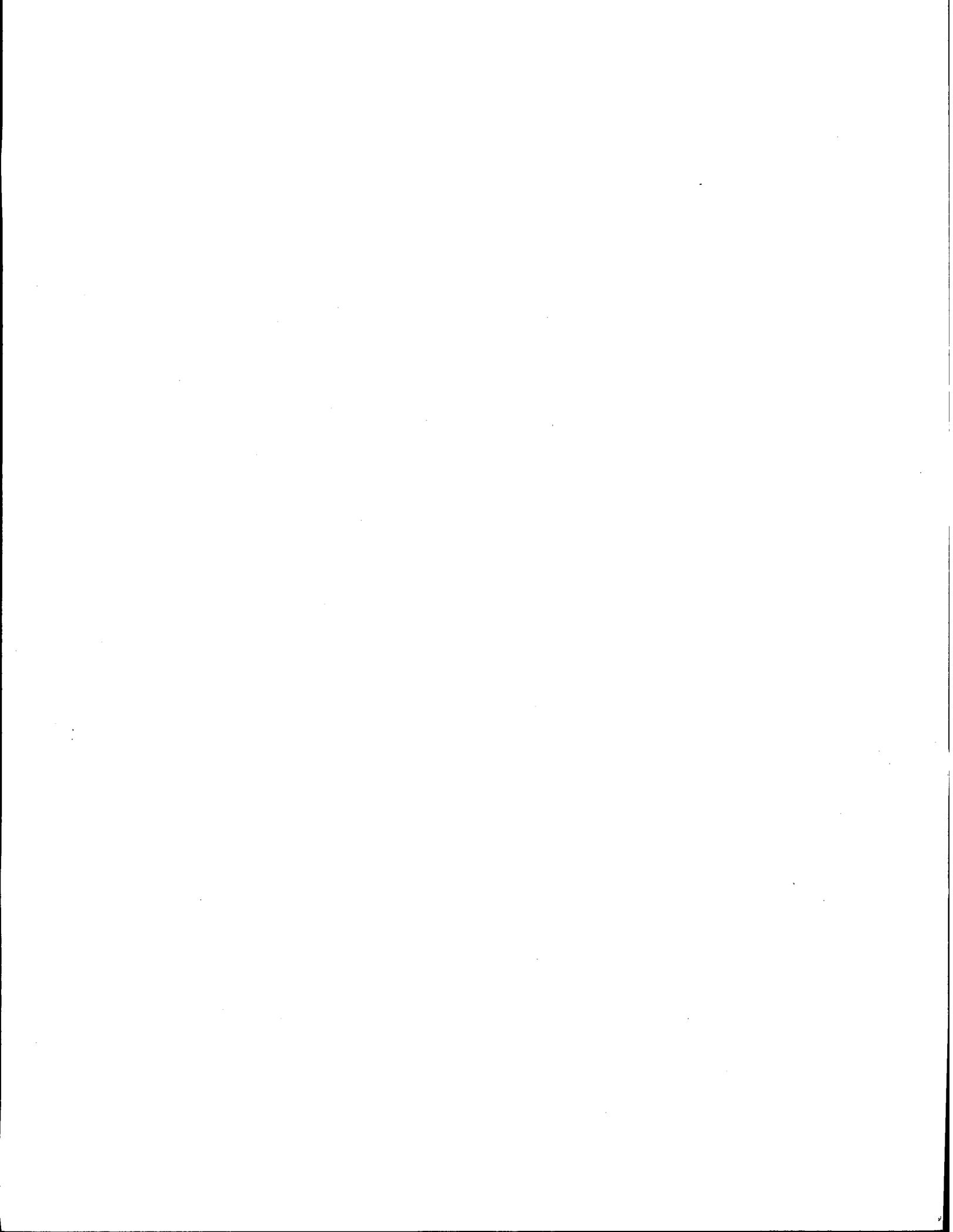
In accordance with Ark. Code Ann. 23-67-409, please submit data justifying the credit ranges submitted. If you have not filed the credit model, please do so for compliance with Ark. Code Ann. 23-67-409.

3/3/2009

Sincerely

Alexa B. Grissom
Certified Analyst
Property & Casualty
(501) 371-2803







**GRAIN DEALERS MUTUAL
INSURANCE COMPANY**

6201 CORPORATE DRIVE • INDIANAPOLIS, INDIANA 46278 • PHONE 317-388-4500 • FAX 317-295-9434
WEBSITE: www.graindealers.com

AG

#51002706
100.00

ARKS-126033545

February 6, 2009

Arkansas Insurance Department
1200 West Third Street
Little Rock, Arkansas 72201-1904

NAIC #082 22098
Personal Auto (Tier Program)

Attn: Property & Casualty Department

Dear Property & Casualty Department:

Grain Dealers Mutual Insurance Company, a member of the Insurance Services Office, hereby introduces an expanded Personal Auto insurance rating program in Arkansas. A detailed explanation is found in the attached actuarial explanatory memorandum.

Exception Pages PAM-2 and PAM-5 have revised credits. Exception Pages PAM-1 through PAM-4, and PAM-6 through PAM-7 remain unchanged. Also attached is new Exception Page PAM-8 that shows our Insurance Score Factors.

The base rates were multiplied by an offset factor in order for this change to be revenue neutral.

We wish to apply this new program to all policies written on or after May 1, 2009.

Enclosed is an extra copy of this filing, and a self-addressed, postage-paid envelope for your convenience in notifying us of your approval.

Respectfully,

Pamela L. Holliday

Pamela L. Holliday
State Filings Coordinator
phollida@graindealers.com

PLH/po

Enc. Duplicate #1

RECEIVED

1 FEB 12 2009

PROPERTY AND CASUALTY DIVISION
ARKANSAS INSURANCE DEPARTMENT

3

Property & Casualty Transmittal Document

1. Reserved for Insurance Dept. Use Only 	2. Insurance Department Use only a. Date the filing is received: b. Analyst: c. Disposition: d. Date of disposition of the filing: e. Effective date of filing: <table style="width: 100%; border: none;"> <tr> <td style="border: none; text-align: center;">New Business</td> <td style="border: none; width: 100px;"></td> </tr> <tr> <td style="border: none; text-align: center;">Renewal Business</td> <td style="border: none;"></td> </tr> </table> f. State Filing #: g. SERFF Filing #: h. Subject Codes	New Business		Renewal Business	
New Business					
Renewal Business					

3. Group Name	Group NAIC #
Grain Dealers Group	082

4. Company Name(s)	Domicile	NAIC #	FEIN #	State #
Grain Dealers Mutual Insurance Company	IN	22098	35-0344630	N/A

RECEIVED

1 FEB 12 2009

PROPERTY AND CASUALTY DIVISION
ARKANSAS INSURANCE DEPARTMENT

5. Company Tracking Number	
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Contact Info of Filer(s) or Corporate Officer(s) [include toll-free number]

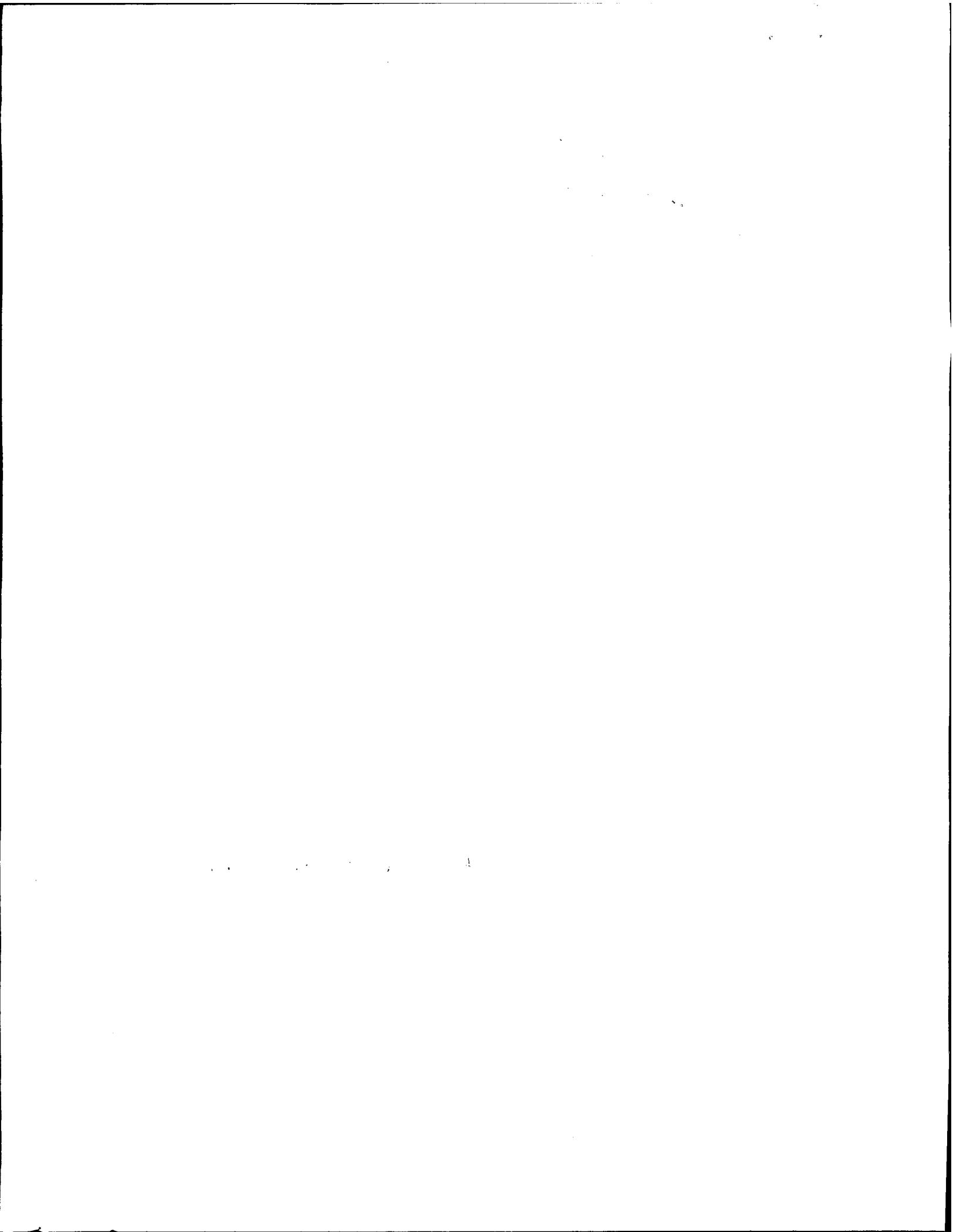
6.	Name and address	Title	Telephone #s	FAX #	e-mail
	Pamela L. Holliday 6201 Corporate Drive Indianapolis, IN 46278	State Filings Coordinator	800.428.7081 ext 4515	888.436.1902	pholliday@graindealers.com

7. Signature of authorized filer	<i>Pamela L. Holliday</i>
8. Please print name of authorized filer	Pamela L. Holliday

Filing information (see General Instructions for descriptions of these fields)

9. Type of Insurance (TOI)	Personal Auto
10. Sub-Type of Insurance (Sub-TOI)	Personal Auto
11. State Specific Product code(s) (if applicable)[See State Specific Requirements]	Personal Auto
12. Company Program Title (Marketing title)	Personal Auto
13. Filing Type	<input checked="" type="checkbox"/> Rate/Loss Cost <input type="checkbox"/> Rules <input type="checkbox"/> Rates/Rules <input type="checkbox"/> Forms <input type="checkbox"/> Combination Rates/Rules/Forms <input type="checkbox"/> Withdrawal <input type="checkbox"/> Other (give description)
14. Effective Date(s) Requested	New: 05/01/09 Renewal:
15. Reference Filing?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
16. Reference Organization (if applicable)	

4



17. Reference Organization # & Title	
18. Company's Date of Filing	February 5, 2009
19. Status of filing in domicile	<input type="checkbox"/> Not Filed <input type="checkbox"/> Pending <input type="checkbox"/> Authorized <input type="checkbox"/> Disapproved

Property & Casualty Transmittal Document—

20. This filing transmittal is part of Company Tracking #	N/A
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21. Filing Description [This area can be used in lieu of a cover letter or filing memorandum and is free-form text]

We are filing our Tier Program for Personal Auto in Arkansas. For a detailed explanation, see our actuarial memorandum.

22. Filing Fees (Filer must provide check # and fee amount if applicable) [If a state requires you to show how you calculated your filing fees, place that calculation below]
--

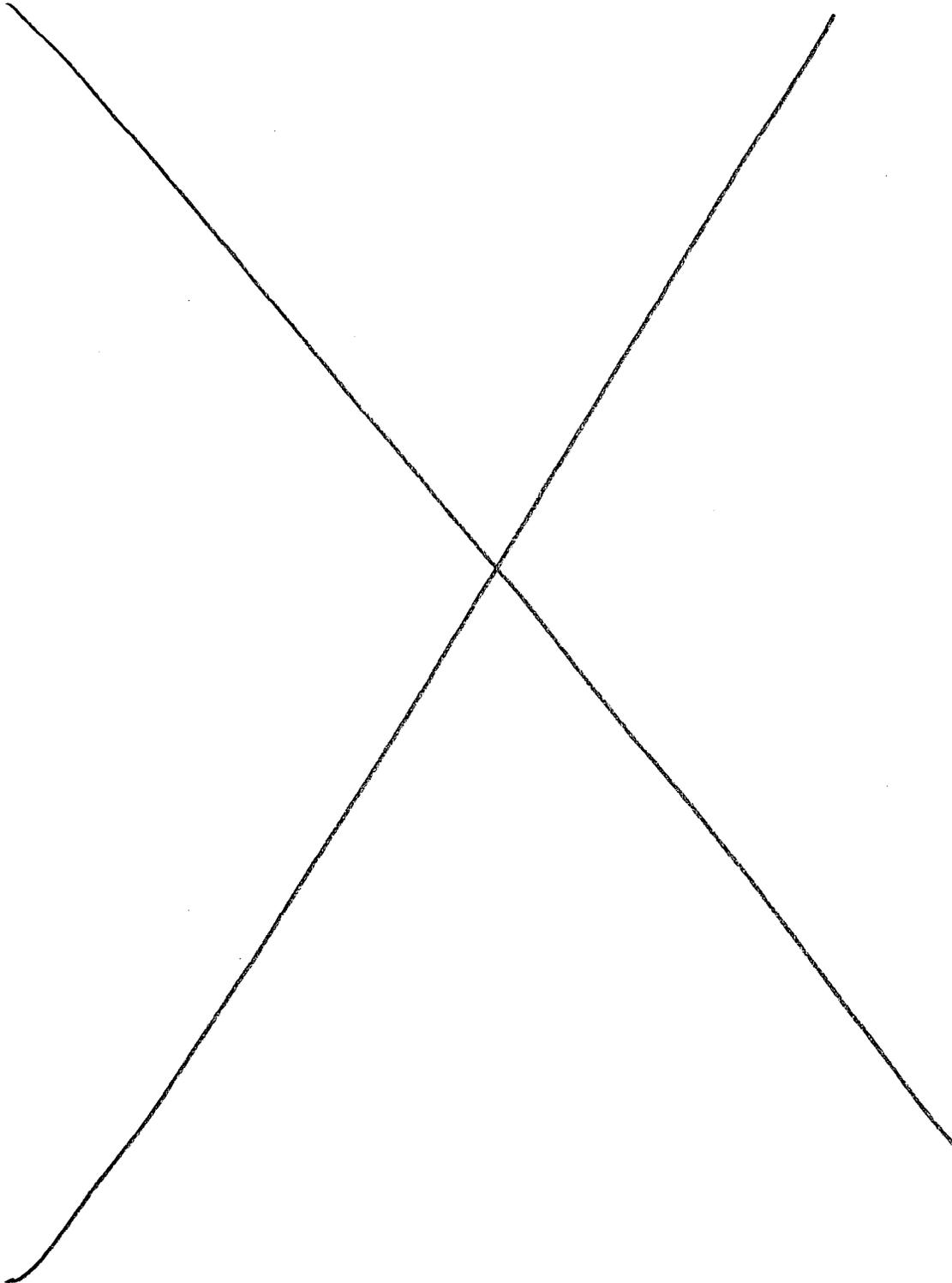
Check #:
Amount:

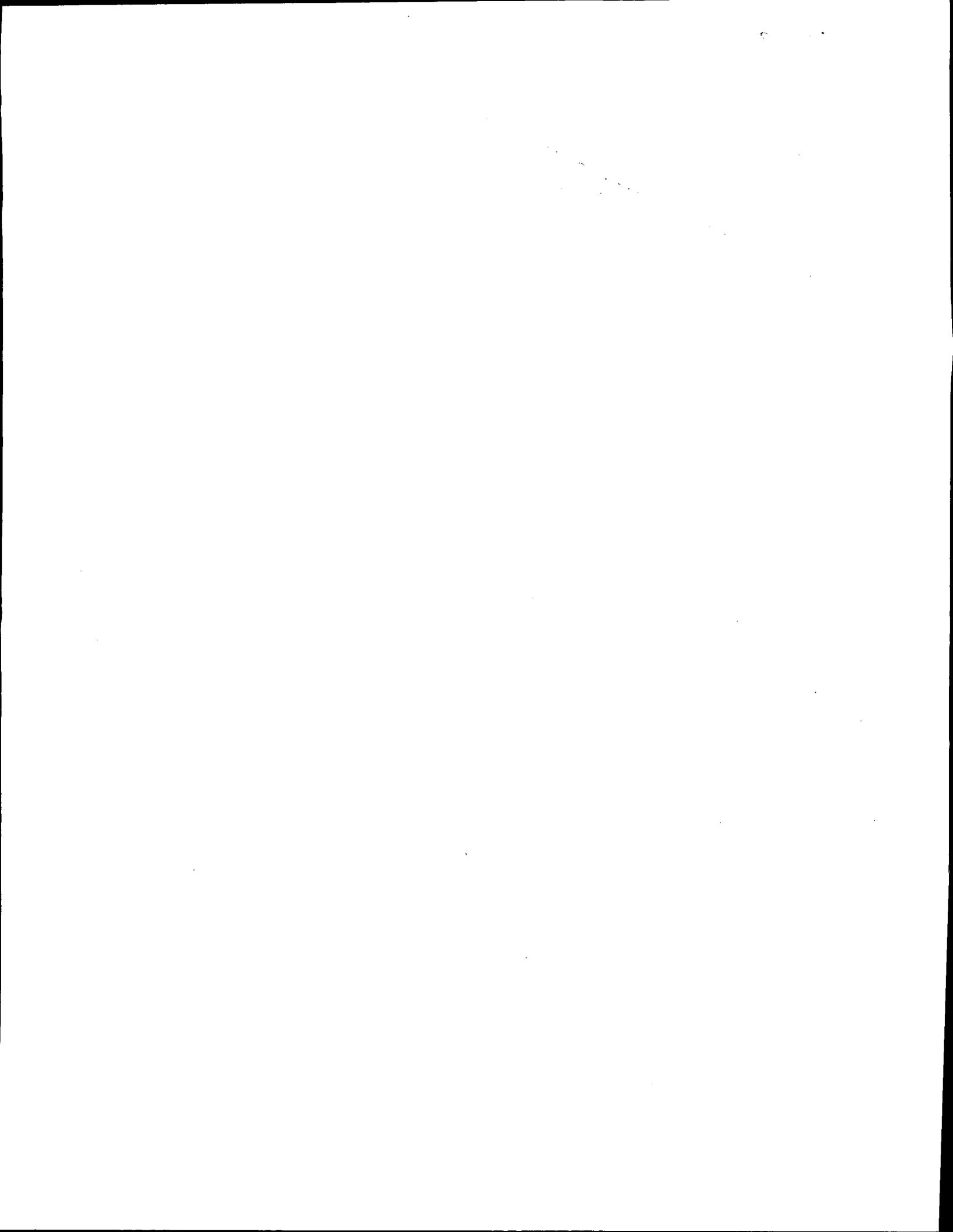
Refer to each state's checklist for additional state specific requirements or instructions on calculating fees.

5

Effective March 1, 2007

*****Refer to the each state's checklist for additional state specific requirements (i.e. # of additional copies required, other state specific forms, etc.)**





RATE/RULE FILING SCHEDULE

(This form must be provided ONLY when making a filing that includes rate-related items such as Rate; Rule; Rate & Rule; Reference; Loss Cost; Loss Cost & Rule or Rate, etc.)

(Do not refer to the body of the filing for the component/exhibit listing, unless allowed by state.)

1.	This filing transmittal is part of Company Tracking #	N/A
-----------	--	-----

2.	This filing corresponds to form filing number (Company tracking number of form filing, if applicable)	N/A
<input type="checkbox"/> Rate Increase <input type="checkbox"/> Rate Decrease <input checked="" type="checkbox"/> Rate Neutral (0%)		

3.	Filing Method (Prior Approval, File & Use, Flex Band, etc.)	prior approval
-----------	--	----------------

4a. Rate Change by Company (As Proposed)							
Company Name	Overall % Indicated Change (when applicable)	Overall % Rate Impact	Written premium change for this program	# of policyholders affected for this program	Written premium for this program	Maximum % Change (where required)	Minimum % Change (where required)
Grain							
Dealers		Nil	Nil	283	401,394		

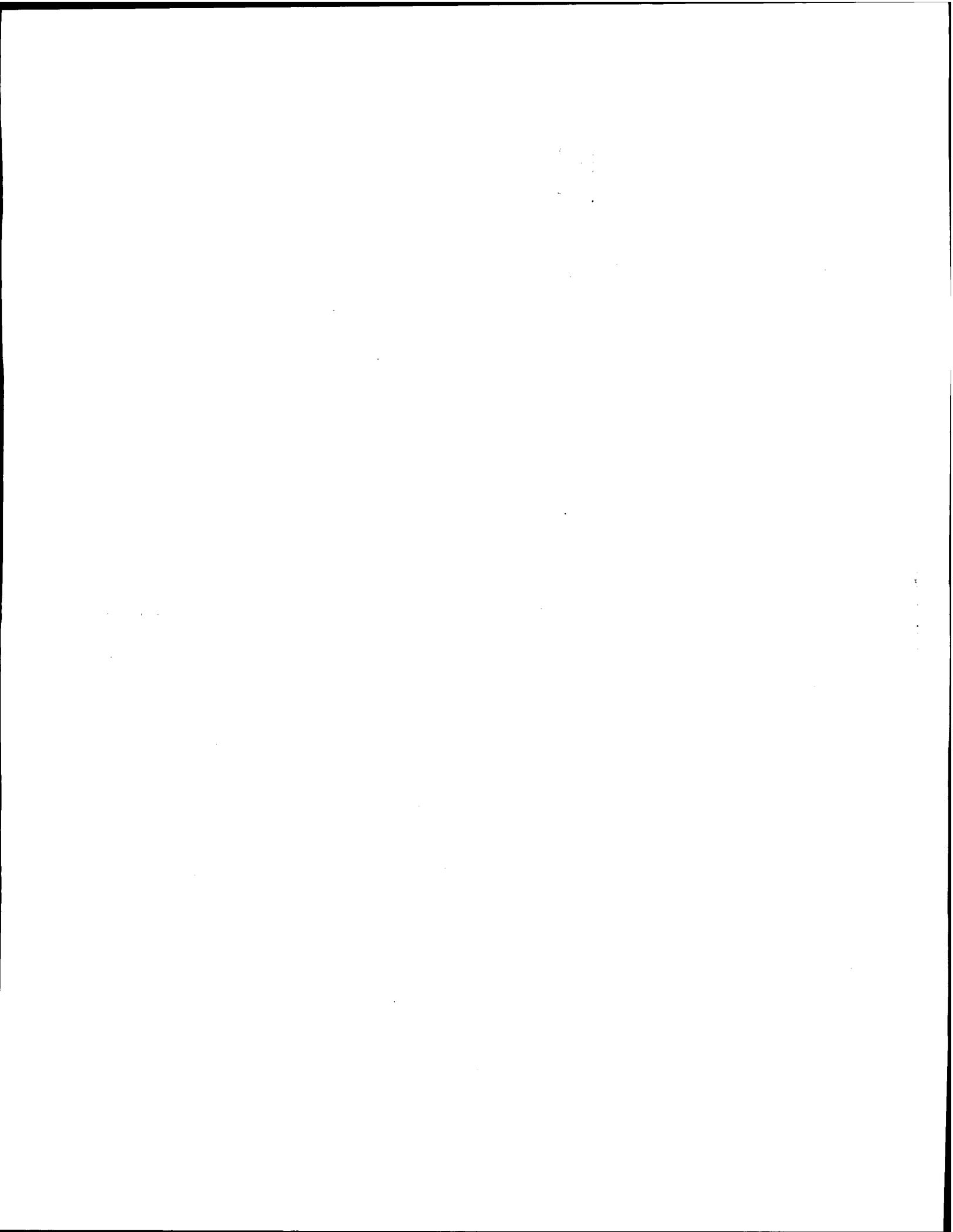
4b. Rate Change by Company (As Accepted) For State Use Only							
Company Name	Overall % Indicated Change (when applicable)	Overall % Rate Impact	Written premium change for this program	# of policyholders affected for this program	Written premium for this program	Maximum % Change (where required)	Minimum % Change (where required)

Overall Rate Information (Complete for Multiple Company Filings only)		
		COMPANY USE STATE USE
5a.	Overall percentage rate indication (when applicable)	
5b.	Overall percentage rate impact for this filing	Nil
5c.	Effect of Rate Filing – Written premium change for this program	Nil
5d.	Effect of Rate Filing – Number of policyholders affected	283

6.	Overall percentage of last rate revision	-3.38
7.	Effective Date of last rate revision	8/1/05
8.	Filing Method of Last filing (Prior Approval, File & Use, Flex Band, etc.)	prior approval

9.	Rule # or Page # Submitted for Review	Replacement or Withdrawn?	Previous state filing number, if required by state
01	PAM-2 and PAM-5	<input type="checkbox"/> New <input checked="" type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	
02	PAM-8	<input type="checkbox"/> New <input checked="" type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	
03		<input type="checkbox"/> New <input type="checkbox"/> Replacement <input type="checkbox"/> Withdrawn	

7



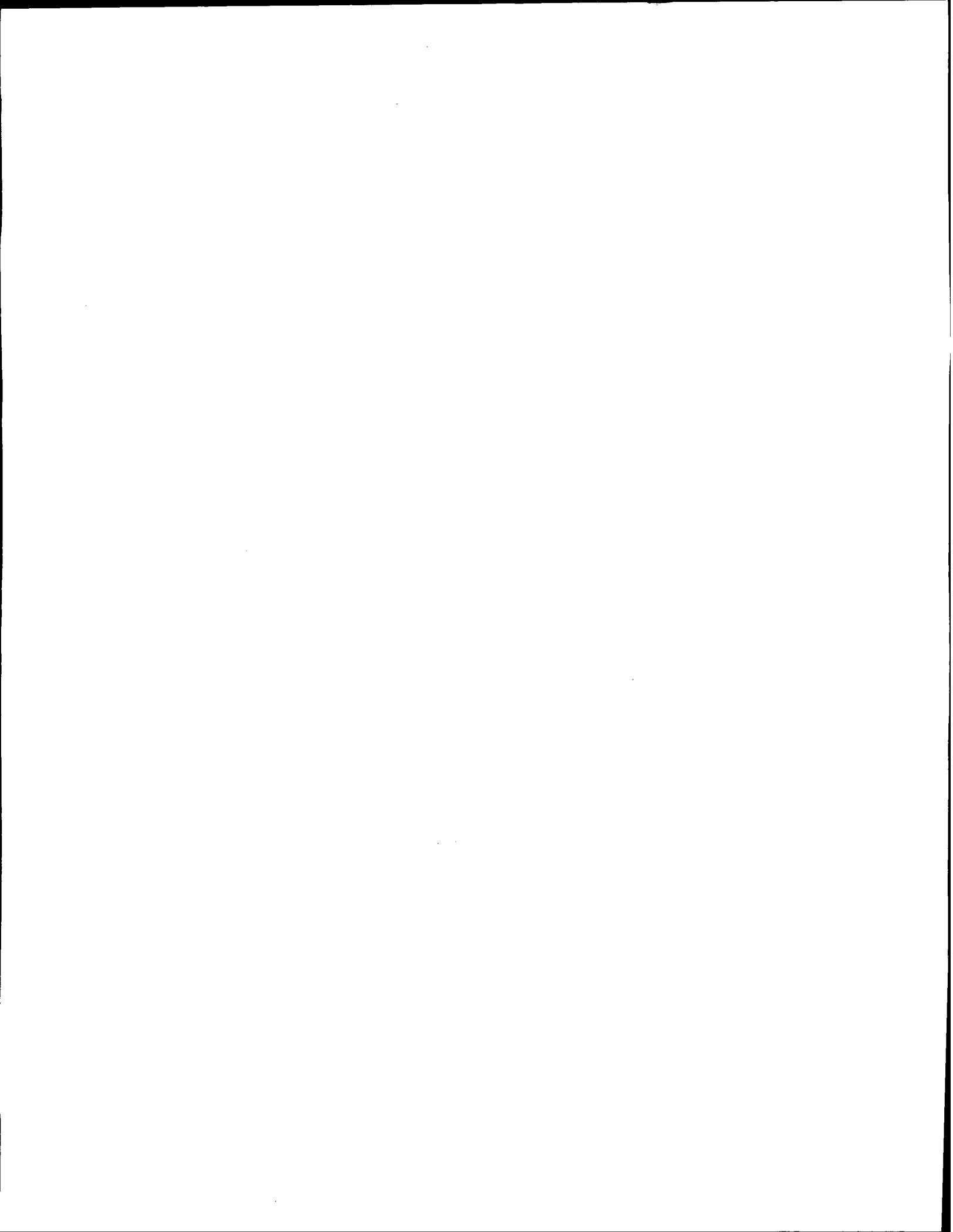
Private Passenger Auto Premium Comparison Survey Form
FORM APCS - last modified August 2005

062.22098
NAIC Number:
Company Name: Grain Dealers Mutual Insurance Company
Contact Person: Pamela L. Holliday
Telephone No.: 800.428.7081 Ext 4515
Email Address: pholliday@graindealers.com
Effective Date: May 1, 2009

Submit to: Arkansas Insurance Department
1200 West Third Street
Little Rock, AR 72201-1904
Telephone: 501-371-2800
Email as an attachment: insurance.pnc@arkansas.gov
You may also attach to a SERIFF filing or submit on a compact disk

Assumptions to Use:
1 Liability-Minimum \$25,000 per person
2 Bodily Injury \$50,000 per accident
3 Property Damage \$25,000 per accident
4 Comprehensive & Collision \$100 deductible per accident
5 The insured has elected to accept: \$250 deductible per accident
6 Personal Injury Protection of \$5,000 for medical, loss wages according to statute and \$5,000 accidental/Underinsured motorist property and bodily injury equal to liability coverage
7 If male and female rates are different, use the highest of the two
8 Uninsured motorist property and bodily injury equal to liability coverage
9 Underinsured bodily injury equal to liability coverage
10 None
11 S - active, 15-passive
12 None
13 None

Vehicle	Coverages	Gender	Age	Fayetteville		Trumann		Little Rock		Lake Village		Pine Bluff								
				Male 18	Female 18	Male 18	Female 18	Male 18	Female 18	Male 18	Female 18	Male 18	Female 18	Male 18	Female 18					
1999 Chevrolet Silverado 1500 2WD "LS" regular cab 119" WB	Minimum Liability	Male	546	662	266	257	521	628	257	249	312	301	477	573	241	235	633	771	296	285
		Female	926	1132	433	416	904	1100	424	409	493	476	951	1162	439	426	1083	1328	486	467
2003 Ford Explorer "XL" 2WD, 4 door	Minimum Liability with Comprehensive and Collision	Male	1029	1255	488	469	996	1210	475	459	554	536	1039	1266	489	474	1195	1464	544	524
		Female	546	662	266	257	521	628	257	249	312	301	477	573	241	235	633	771	296	285
2003 Honda Odyssey "EX"	Minimum Liability with Comprehensive and Collision	Male	1076	1320	483	465	1056	1294	477	459	554	532	1148	1411	508	489	1268	1562	549	528
		Female	1179	1443	538	518	1148	1404	528	509	615	592	1236	1515	558	537	1380	1698	607	585
2005 Toyota Camry LE 3.0L 4 door Sedan	Minimum Liability with Comprehensive and Collision	Male	546	662	266	257	521	628	257	249	312	301	477	573	241	235	633	771	296	285
		Female	1201	1480	527	507	1190	1463	523	503	606	580	1318	1628	567	545	1426	1763	604	579
2003 Cadillac Seville "STS" 4 door Sedan	Minimum Liability with Comprehensive and Collision	Male	1304	1603	582	559	1282	1573	574	553	667	640	1406	1732	617	593	1538	1899	662	636
		Female	546	662	266	257	521	628	257	249	312	301	477	573	241	235	633	771	296	285
1998 Chevrolet Cavalier LS 4D Sedan	Minimum Liability with Comprehensive and Collision	Male	1245	1536	543	521	1241	1528	540	519	623	597	1396	1725	594	570	1488	1841	626	600
		Female	1348	1659	598	574	1333	1638	591	569	684	657	1484	1829	644	618	1600	1977	684	657
2005 Chevrolet Cavalier LS 4D Sedan	Minimum Liability with Comprehensive and Collision	Male	546	662	266	257	521	628	257	249	312	301	477	573	241	235	633	771	296	285
		Female	955	1168	442	426	945	1152	438	423	509	489	1006	1230	458	442	1129	1387	503	482
2005 Chevrolet Cavalier LS 4D Sedan	Minimum Liability with Comprehensive and Collision	Male	1058	1291	497	479	1037	1262	489	473	570	549	1094	1334	508	490	1241	1523	561	539
		Female	1304	1603	582	559	1282	1573	574	553	667	640	1406	1732	617	593	1538	1899	662	636



ACTUARIAL EXPLANATORY MEMORANDUM

Grain Dealers Group

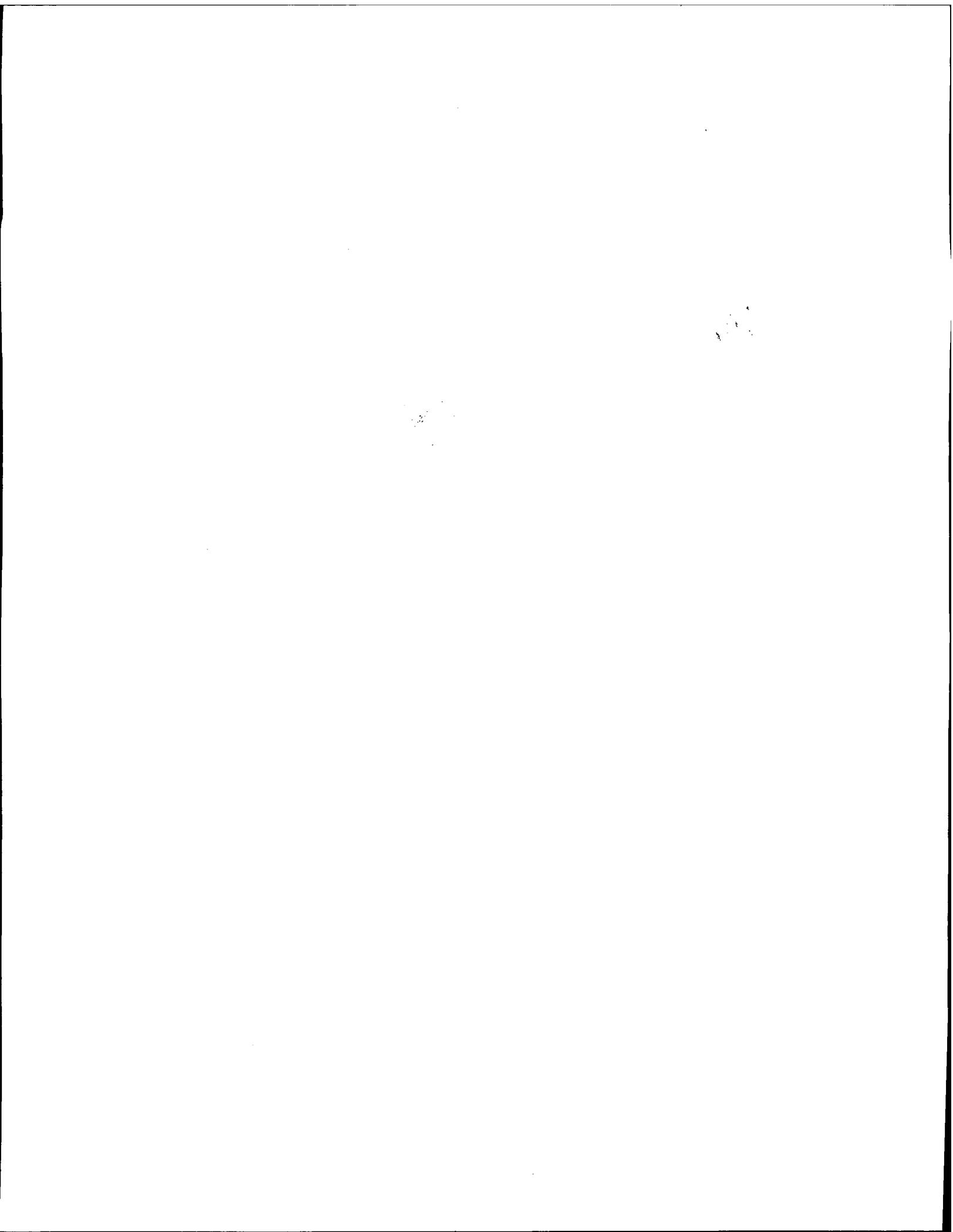
Arkansas Private Passenger Automobile

Introduction

With this filing, Grain Dealers Mutual (Grain Dealers) introduces an expanded private passenger auto insurance rating program in Arkansas. Through this expanded rating plan, Grain Dealers will be able to remain competitive and profitable in the auto marketplace. The new rating plan was developed by analyzing the historical experience of the Grain Dealers auto customers. The overall base rate level was adjusted to result in no overall revenue change from the current Grain Dealers plan. This new expanded rating plan will apply to both existing customers and new business.

This expanded rating plan was developed using Generalized Linear Modeling on Grain Dealers and external data. As a result, the rating factors being used do not overlap with each other, which type of analysis creates a more accurate class plan. This process is different from the traditional ratemaking approach taken by Grain Dealers, which was primarily based on ISO analysis along with some internal one-way loss ratio reviews for additional rating factor inclusion. This new approach will help ensure that rates are not inadequate or excessive.

Below, we describe in more detail the development of the rating plan and the adjustment of the overall base rates.



Development of the Expanded Rating Plan

Pinnacle Actuarial Resources, Inc. has been retained by Grain Dealers to perform an analysis of the private passenger auto insurance business and to provide a recommendation of an expanded plan that is reflective of the Grain Dealers experience and also competitive in the Arkansas auto marketplace. This section provides a summary of the data analysis performed, the rating factor changes that are being made, and support for the rating factor changes. Pinnacle performed a multivariate data analysis using Grain Dealers countrywide auto experience from 2002 – 2007. We have briefly described the analysis procedure below.

The indicated class plan factors have been generated using Generalized Linear Modeling (GLM). GLM is a multivariate modeling technique which incorporates all of the rating factors into one model for the purposes of generating indications. The expansion rating variable factor indications referred to in this filing are multi-variate indications based on GLM. GLM's and other multi-variate techniques are now being used by a number of insurance companies for the purposes of rating insurance, as it produces a more accurate picture of the true indications.

Given the desire of Grain Dealers to maintain their current underlying ISO based rating structure, we produced private passenger auto GLM's to include all of the current ISO and Grain Dealers rating plan factors along with some new expansionary rating variables. It was from this set of GLM indications that the new and revised rating factor selections were made. In the case of the current rating variables in the ISO plan, we constrained the GLM rating plan factors to those currently in use by Grain Dealers in their Arkansas auto rating plan. In introduction of new expansion rating variables, we also considered competitors plans in making selections.

The analysis was performed on the following coverage combinations:

1. Liability Coverages Combined
 - a. Bodily Injury
 - b. Property Damage
 - c. Medical Payments
2. Collision
3. Comprehensive

New or Revised Rating Factors

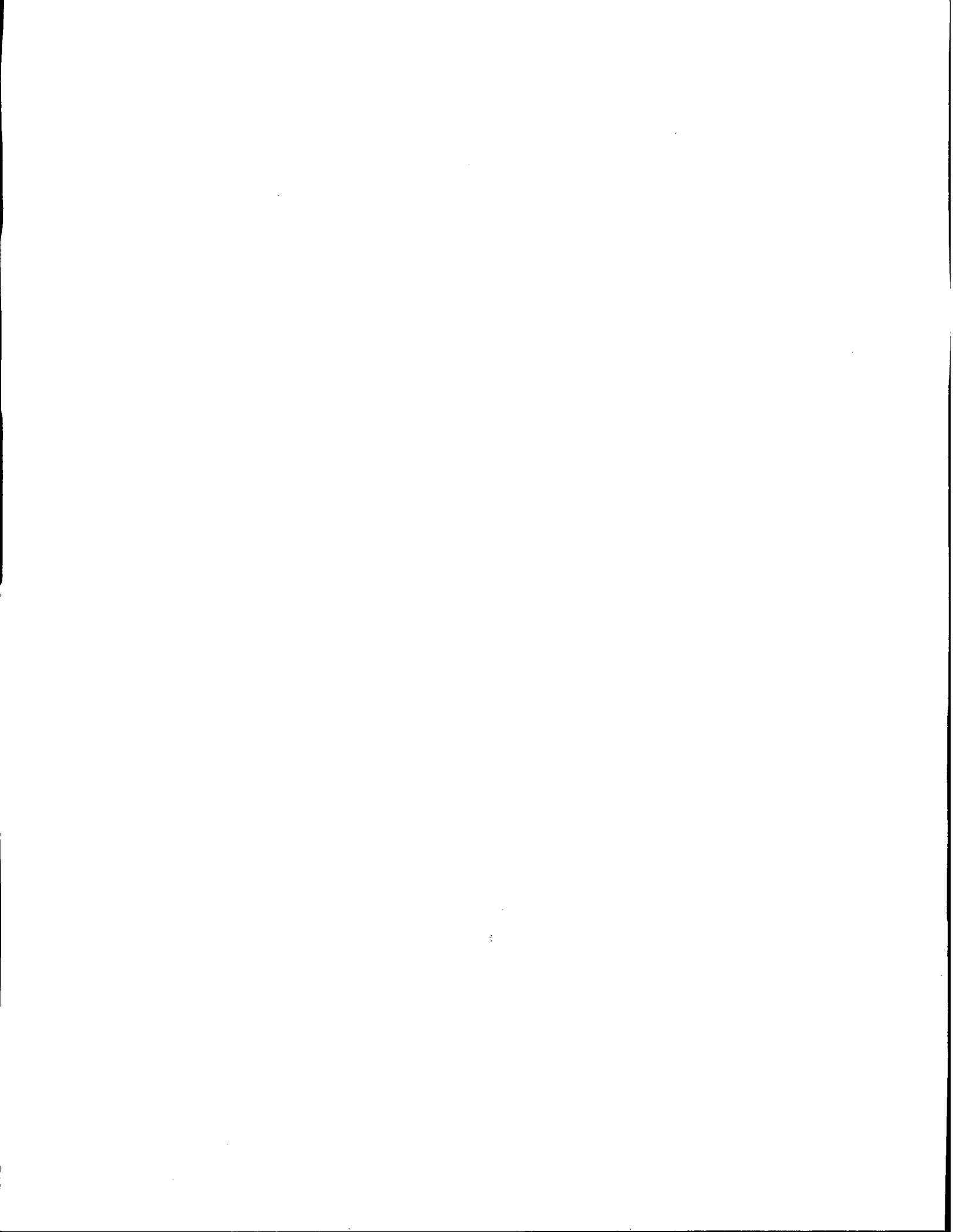
Insurance Score

The integral part of this insurance score rating is incorporating the policyholder's historical use of credit to reflect financial responsibility within the GLM analysis. For purposes of this analysis, we relied upon credit based insurance scores provided by ChoicePoint, an external vendor. The insurance score values used in the analysis were developed using the ChoicePoint Attract Auto model.

The data was analyzed in bands of insurance score to address any credibility concerns. The insurance score bands are grouped as follows:

- Below 575
- 576 to 650
- 651 to 750
- 751 – 850
- 851 – 900
- Over 900
- No Hit
- No Score

The indicated and proposed Insurance Score rating factors for the three coverage groupings are displayed on Exhibit 1.



Driver-Vehicle Matrix Rating

In order to more appropriately reflect the exposure on a policy which includes multiple vehicles, the current multi-car discount will be enhanced with this introduction of the driver-vehicle matrix rating to consider the number of drivers in the household as well. Grain Dealers currently provides a 35 percent credit to only the lowest rated car when there are more vehicles than drivers on a policy. The new plan will apply to all vehicles on the policy. The new plan will have rating factors for the following driver and vehicle combinations:

- equal cars and drivers
- fewer cars than drivers
- more cars than drivers

The indicated and proposed Driver-Vehicle Matrix Rating factors for the three coverage groupings are displayed on Exhibit 2.

Multi-policy Credit

The current multi policy credit, when a Grain Dealers auto policyholder also has a property insured with Grain Dealers, applies to the primary coverages of bodily injury, property damage, medical payment, collision and comprehensive. The current 10 percent credit will be retained.

The indicated and proposed multi-policy credits for the three coverage groupings are displayed on Exhibit 3.

New Policy Credit

~~The New Policy credit is available to insureds with a verifiable in-force policy for the previous 3 years and who have been accident and violation free for the same period.~~

The indicated and proposed new policy credits for the three coverage groupings are displayed on Exhibit 4.

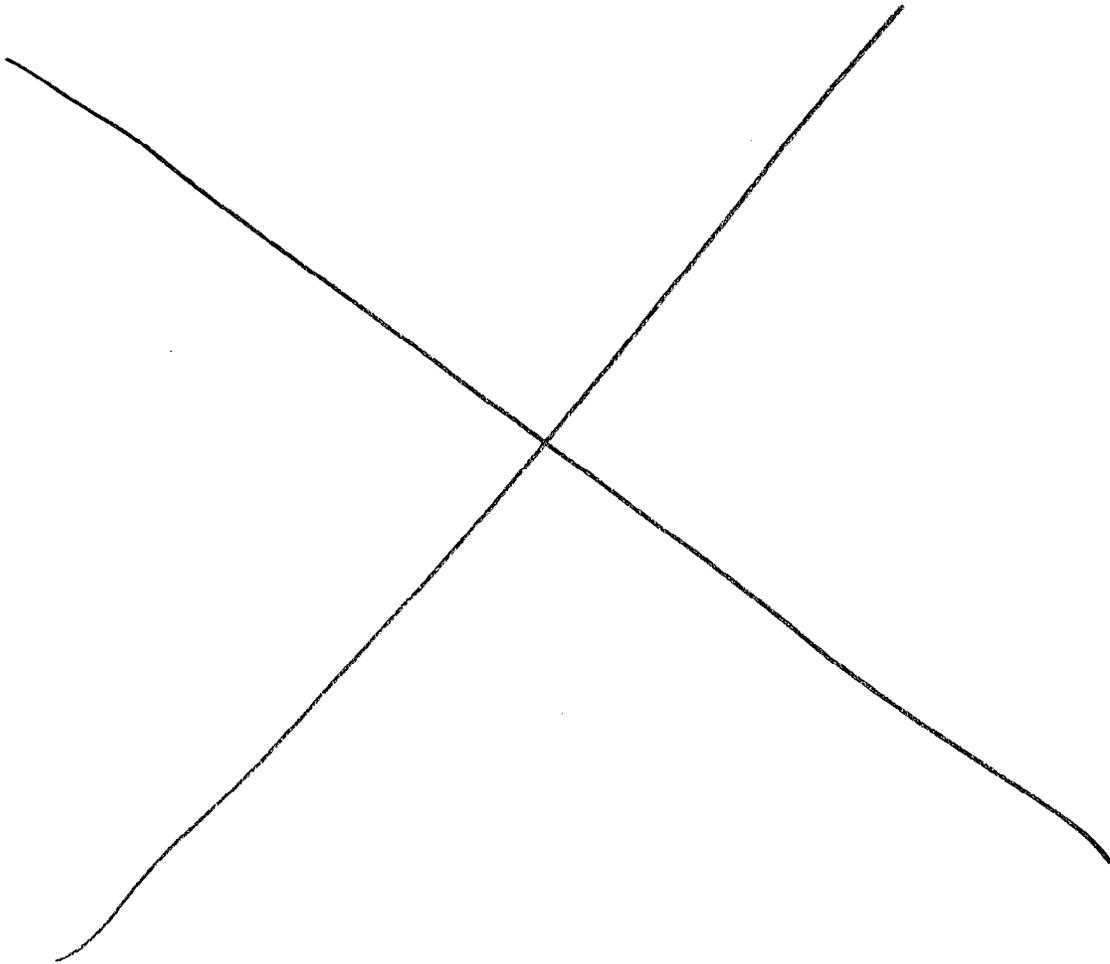
SAFE Program

The current factors for Grain Dealers SAFE program will be revised. The SAFE program rewards policyholders with no claims in the past 3 or more years.

The indicated and proposed SAFE Program factors for the three coverage groupings are displayed on Exhibit 5.

Base Rate Adjustments

The base rates by coverage have been adjusted to retain the current overall premium levels after the introduction of the new rating variable and the revised rating factors. The following table displays the base rate adjustments in Arkansas:



Arkansas Personal Auto SL Liab Base Rates, Territory 21

Current Base Rate	\$506
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$452

Arkansas Personal Auto SL Liab Base Rates, Territory 22

Current Base Rate	\$451
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$403

Arkansas Personal Auto SL Liab Base Rates, Territory 23

Current Base Rate	\$401
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$358

Arkansas Personal Auto SL Liab Base Rates, Territory 24

Current Base Rate	\$391
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$350

Arkansas Personal Auto SL Liab Base Rates, Territory 25

Current Base Rate	\$403
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$360

Arkansas Personal Auto SL Liab Base Rates, Territory 26

Current Base Rate	\$327
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$292

Arkansas Personal Auto SL Liab Base Rates, Territory 27

Current Base Rate	\$284
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$254

Arkansas Personal Auto SL Liab Base Rates, Territory 28

Current Base Rate	\$312
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$279

Arkansas Personal Auto SL Liab Base Rates, Territory 29

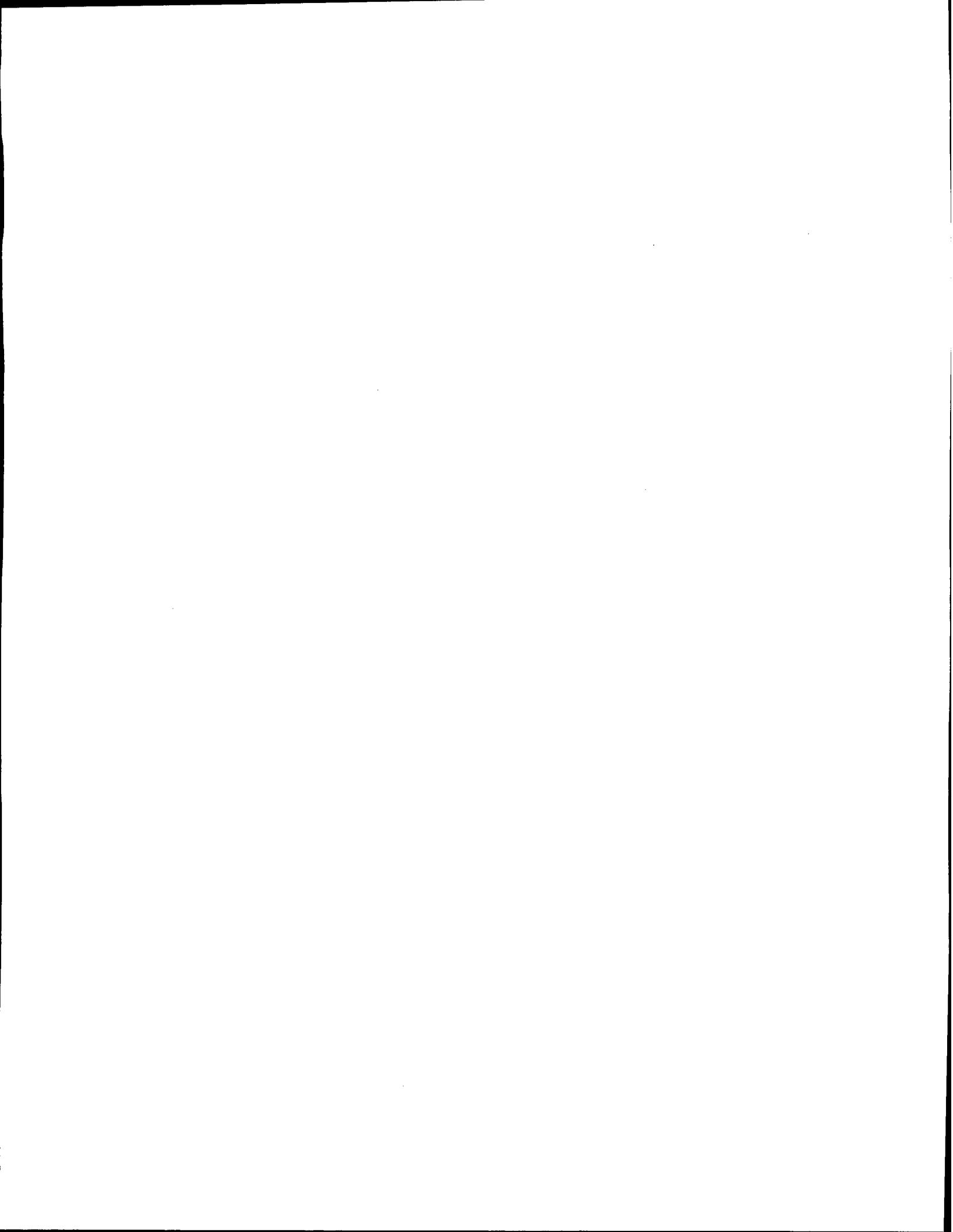
Current Base Rate	\$276
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$247

Arkansas Personal Auto SL Liab Base Rates, Territory 30

Current Base Rate	\$353
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$316

Arkansas Personal Auto SL Liab Base Rates, Territory 31

Current Base Rate	\$345
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$308

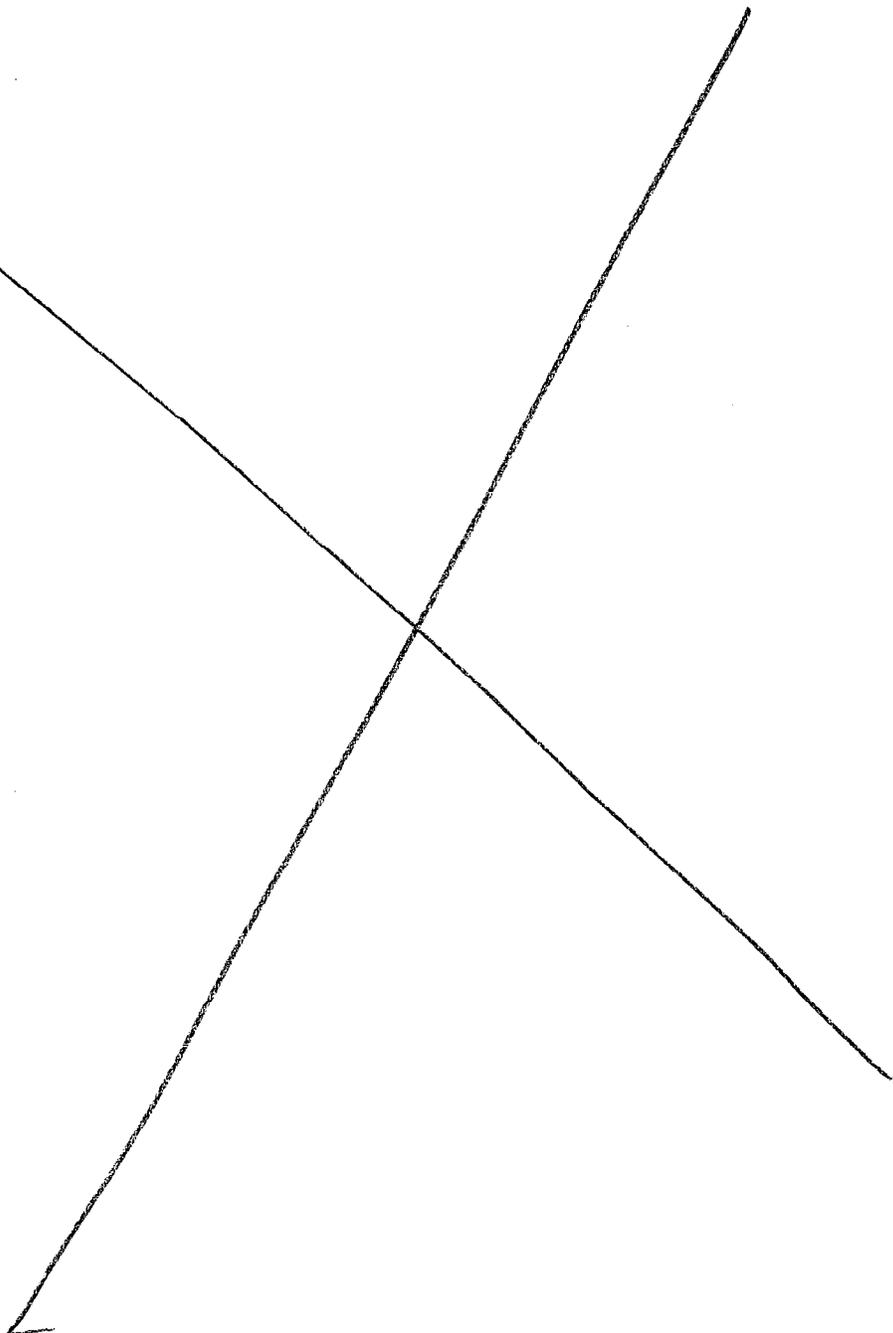


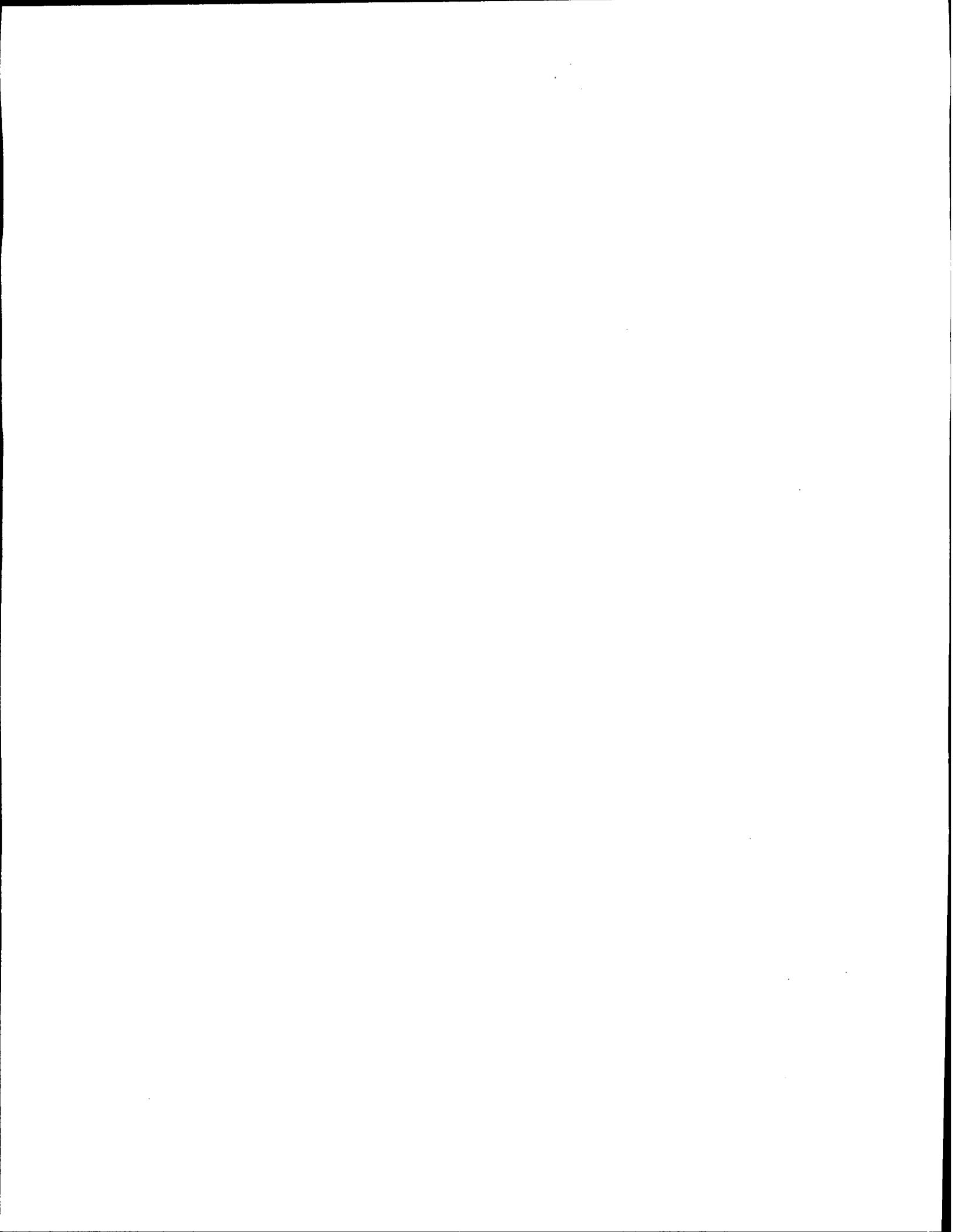
Arkansas Personal Auto SL Liab Base Rates, Territory 32

Current Base Rate	\$290
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$259

Arkansas Personal Auto SL Liab Base Rates, Territory 33

Current Base Rate	\$314
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$281





Arkansas Personal Auto Med Pay Base Rates, Territory 21

Current Base Rate	\$39
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$35

Arkansas Personal Auto Med Pay Base Rates, Territory 22

Current Base Rate	\$29
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$26

Arkansas Personal Auto Med Pay Base Rates, Territory 23

Current Base Rate	\$24
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$21

Arkansas Personal Auto Med Pay Base Rates, Territory 24

Current Base Rate	\$24
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$21

Arkansas Personal Auto Med Pay Base Rates, Territory 25

Current Base Rate	\$32
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$29

Arkansas Personal Auto Med Pay Base Rates, Territory 26

Current Base Rate	\$22
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$20

Arkansas Personal Auto Med Pay Base Rates, Territory 27

Current Base Rate	\$20
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$18

Arkansas Personal Auto Med Pay Base Rates, Territory 28

Current Base Rate	\$22
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$20

Arkansas Personal Auto Med Pay Base Rates, Territory 29

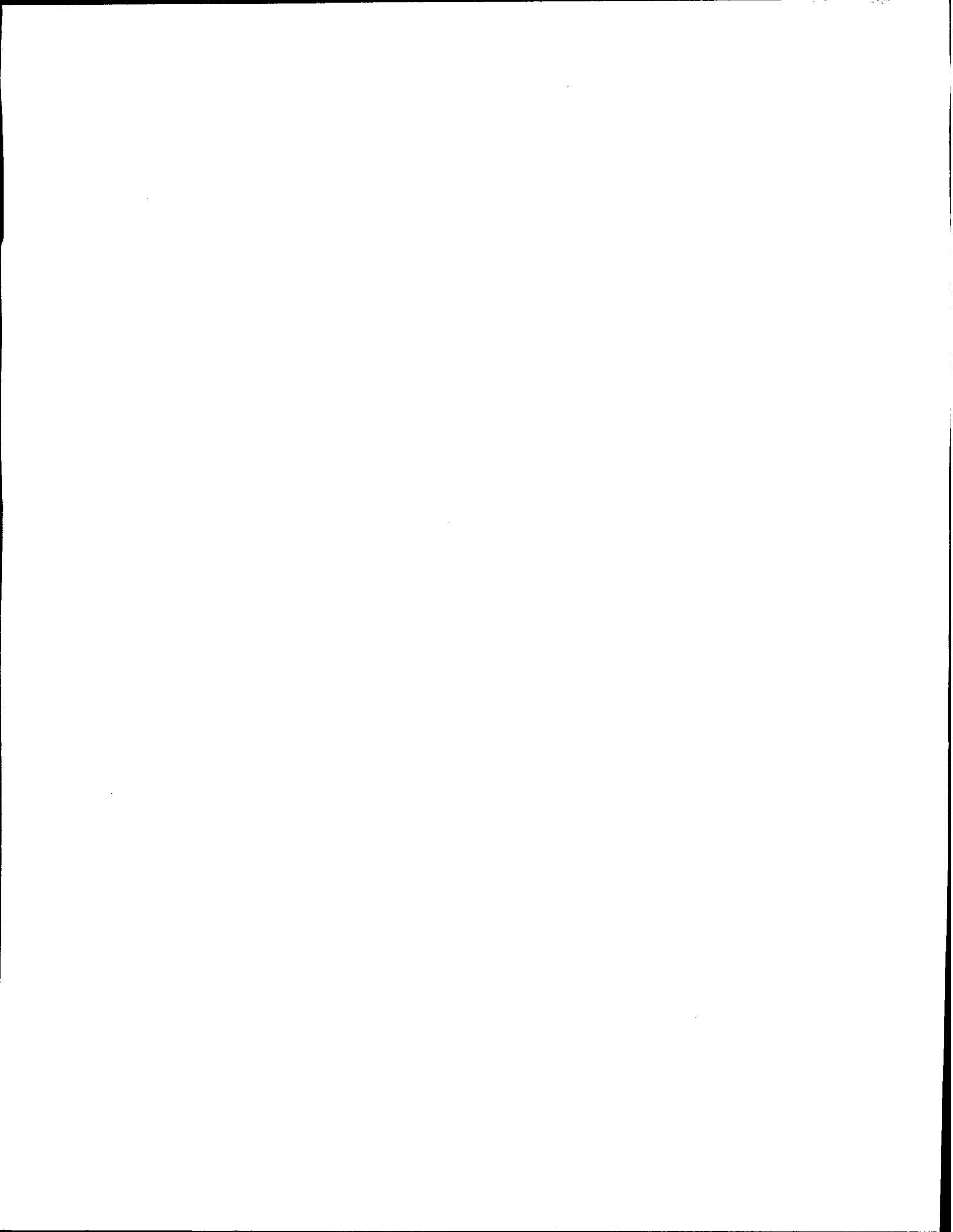
Current Base Rate	\$20
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$18

Arkansas Personal Auto Med Pay Base Rates, Territory 30

Current Base Rate	\$20
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$18

Arkansas Personal Auto Med Pay Base Rates, Territory 31

Current Base Rate	\$22
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$20

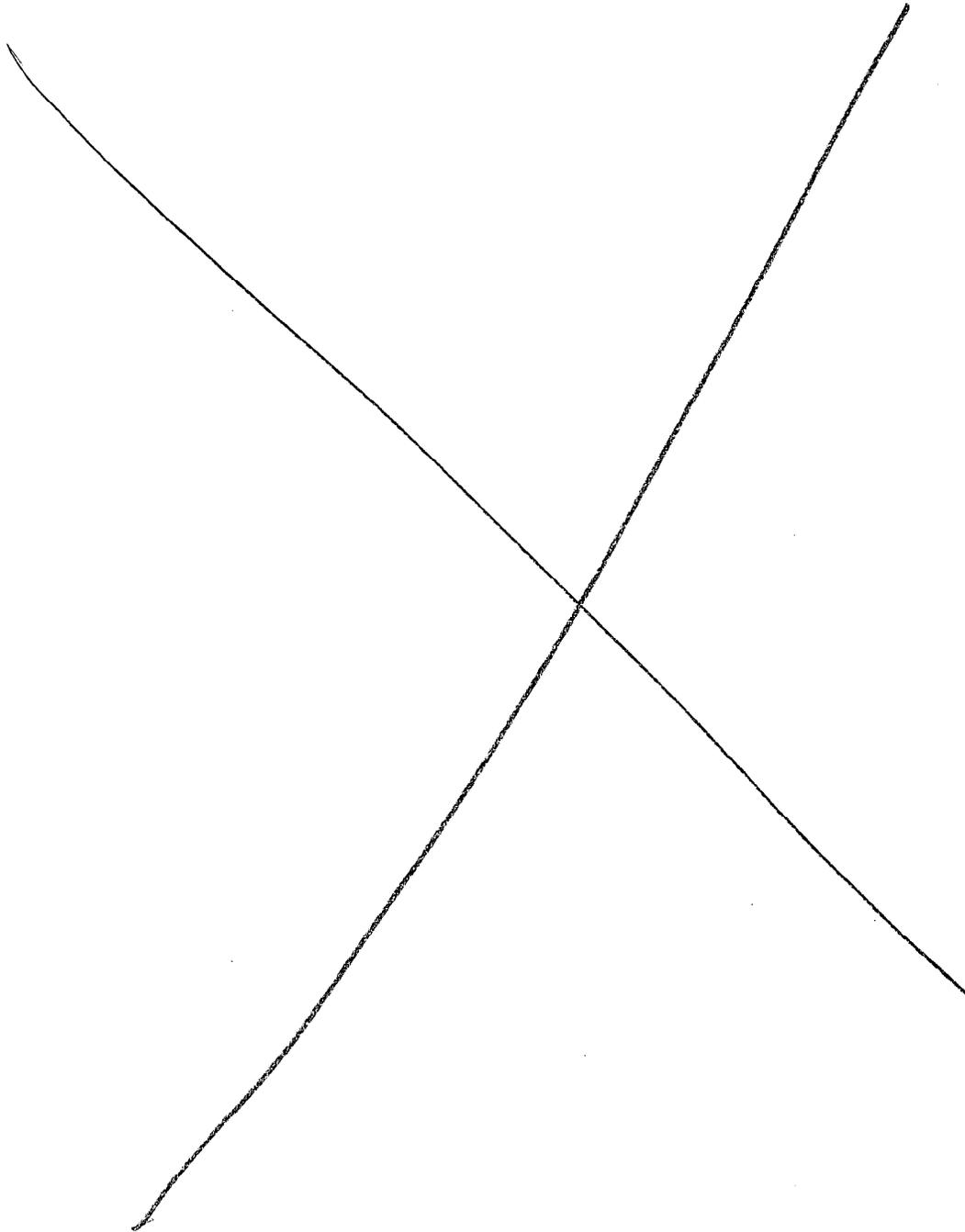


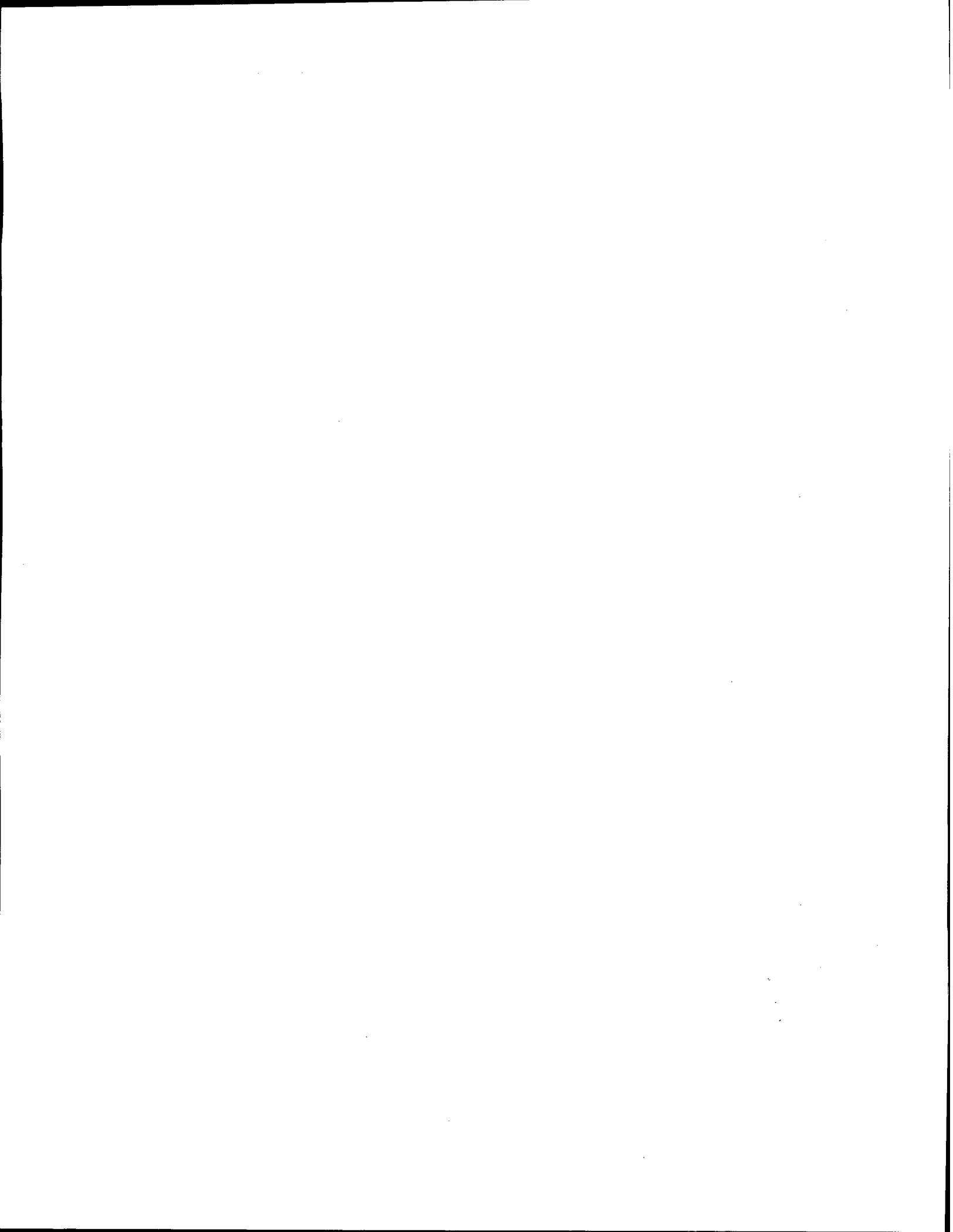
Arkansas Personal Auto Med Pay Base Rates, Territory 32

Current Base Rate	\$24
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$21

Arkansas Personal Med Pay Base Rates, Territory 33

Current Base Rate	\$25
Base Rate Adjustment Factor	0.894
Revised Base Rate	\$22





Arkansas Personal Auto Comp Base Rates, Territory 21

Current Base Rate	\$118
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$102

Arkansas Personal Auto Comp Base Rates, Territory 22

Current Base Rate	\$72
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$62

Arkansas Personal Auto Comp Base Rates, Territory 23

Current Base Rate	\$52
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$45

Arkansas Personal Auto Comp Base Rates, Territory 24

Current Base Rate	\$77
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$66

Arkansas Personal Auto Comp Base Rates, Territory 25

Current Base Rate	\$121
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$104

Arkansas Personal Auto Comp Base Rates, Territory 26

Current Base Rate	\$104
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$90

Arkansas Personal Auto Comp Base Rates, Territory 27

Current Base Rate	\$168
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$145

Arkansas Personal Auto Comp Base Rates, Territory 28

Current Base Rate	\$146
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$126

Arkansas Personal Auto Comp Base Rates, Territory 29

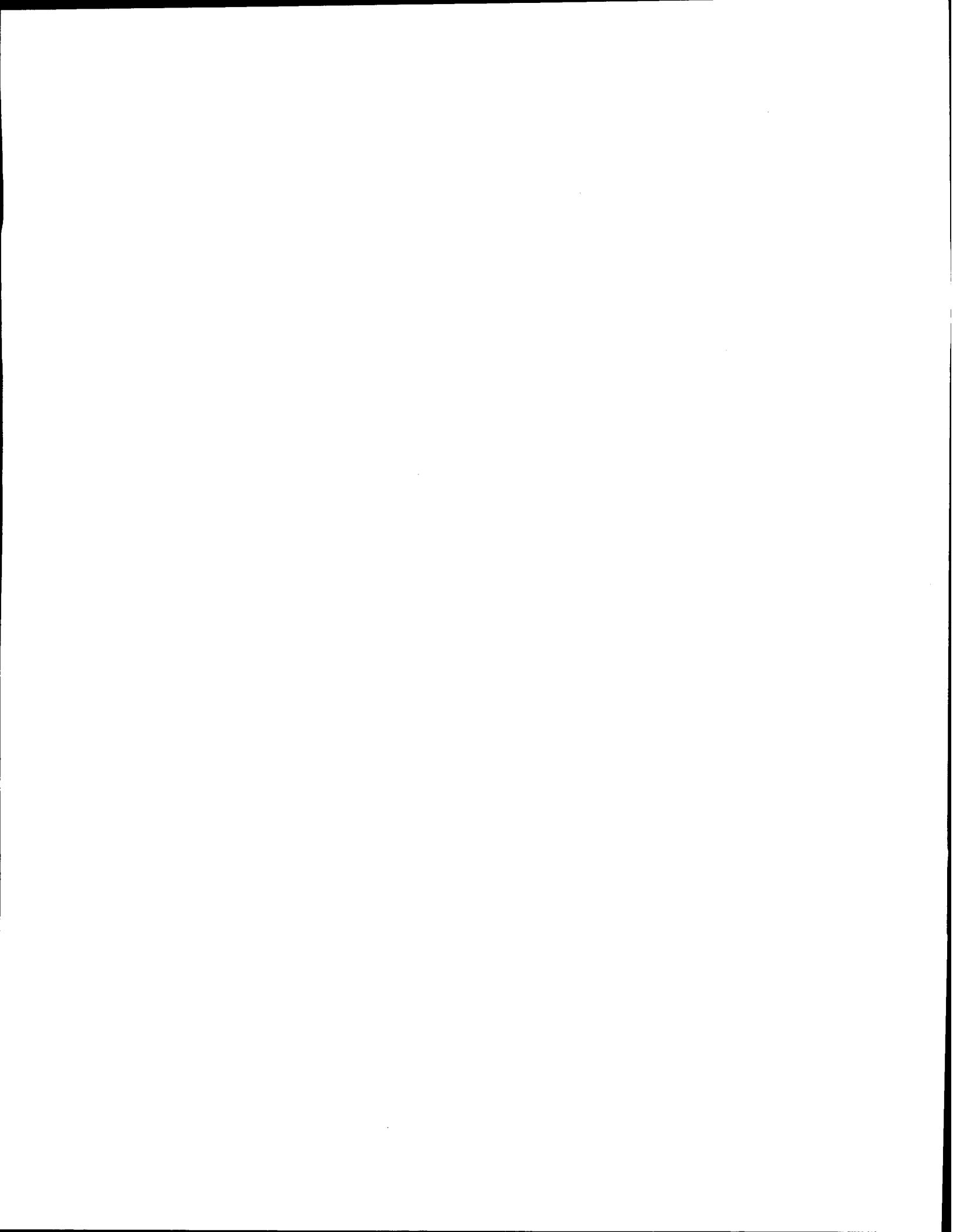
Current Base Rate	\$90
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$78

Arkansas Personal Auto Comp Base Rates, Territory 30

Current Base Rate	\$65
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$56

Arkansas Personal Auto Comp Base Rates, Territory 31

Current Base Rate	\$65
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$56

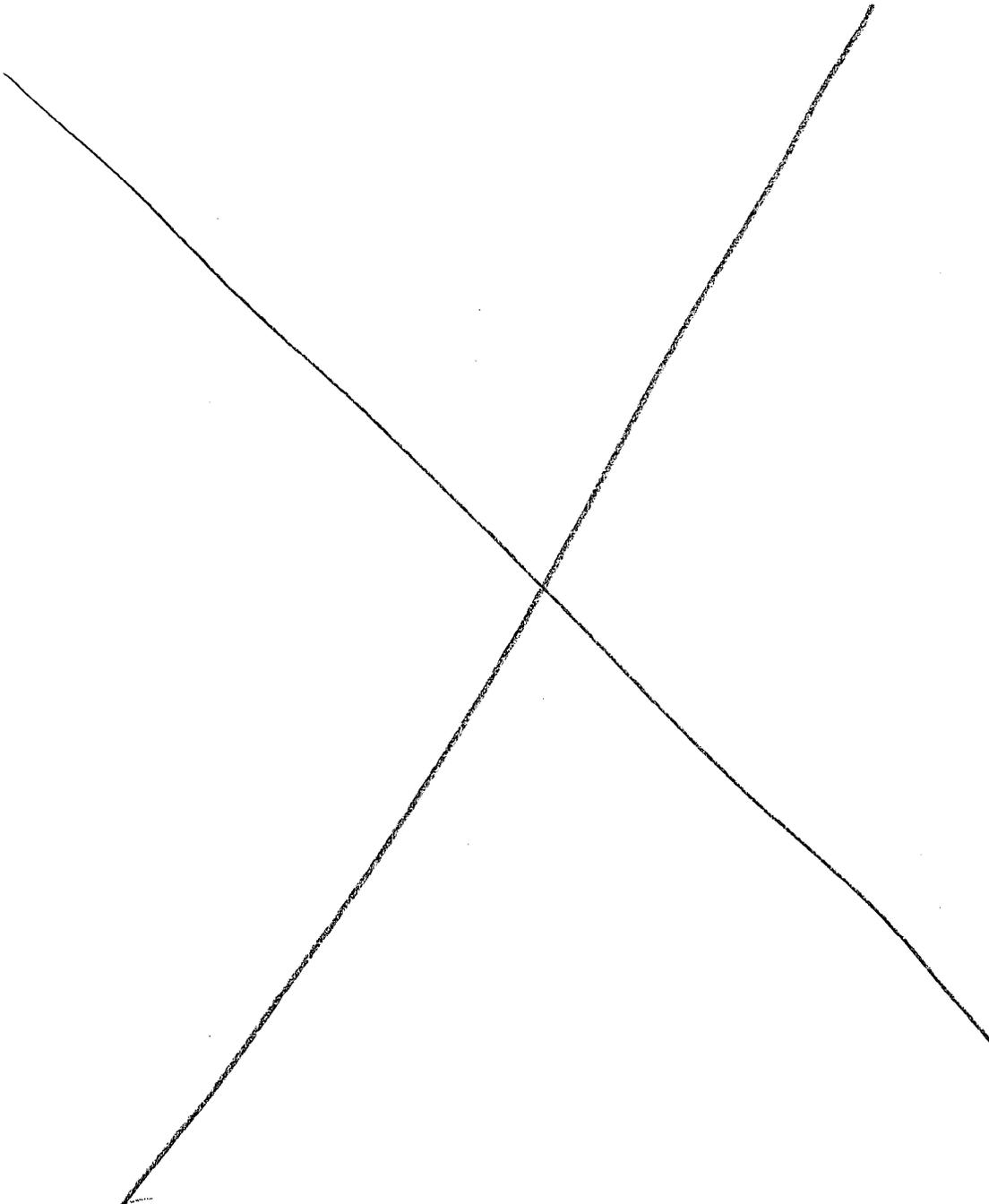


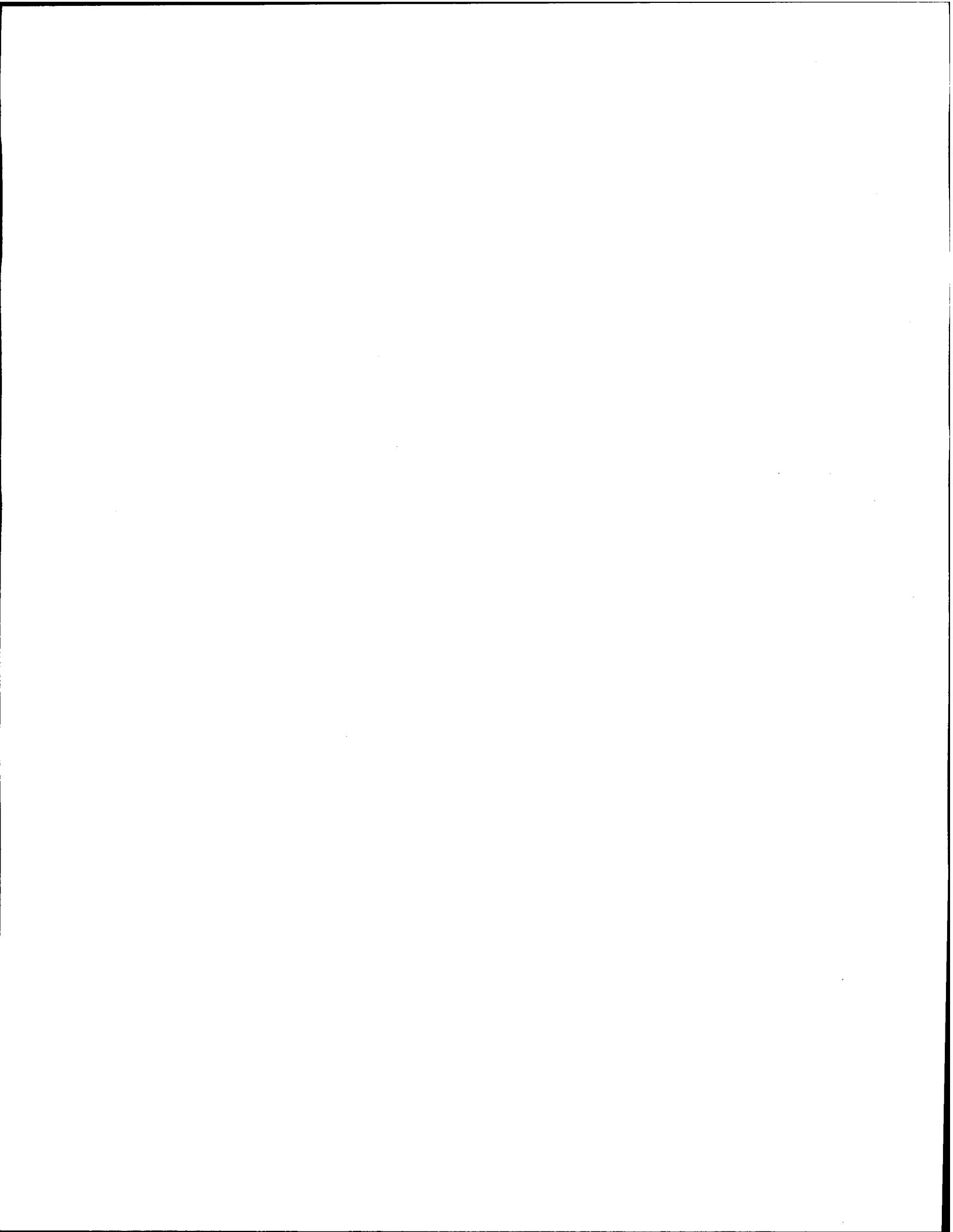
Arkansas Personal Auto Comp Base Rates, Territory 32

Current Base Rate	\$121
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$104

Arkansas Personal Comp Base Rates, Territory 33

Current Base Rate	\$101
Base Rate Adjustment Factor	0.863
Revised Base Rate	\$87





Arkansas Personal Auto Collision Base Rates, Territory 21

Current Base Rate	\$411
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$401

Arkansas Personal Auto Collision Base Rates, Territory 22

Current Base Rate	\$371
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$362

Arkansas Personal Auto Collision Base Rates, Territory 23

Current Base Rate	\$293
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$286

Arkansas Personal Auto Collision Base Rates, Territory 24

Current Base Rate	\$332
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$324

Arkansas Personal Auto Collision Base Rates, Territory 25

Current Base Rate	\$350
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$342

Arkansas Personal Auto Collision Base Rates, Territory 26

Current Base Rate	\$338
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$330

Arkansas Personal Auto Collision Base Rates, Territory 27

Current Base Rate	\$332
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$324

Arkansas Personal Auto Collision Base Rates, Territory 28

Current Base Rate	\$347
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$339

Arkansas Personal Auto Collision Base Rates, Territory 29

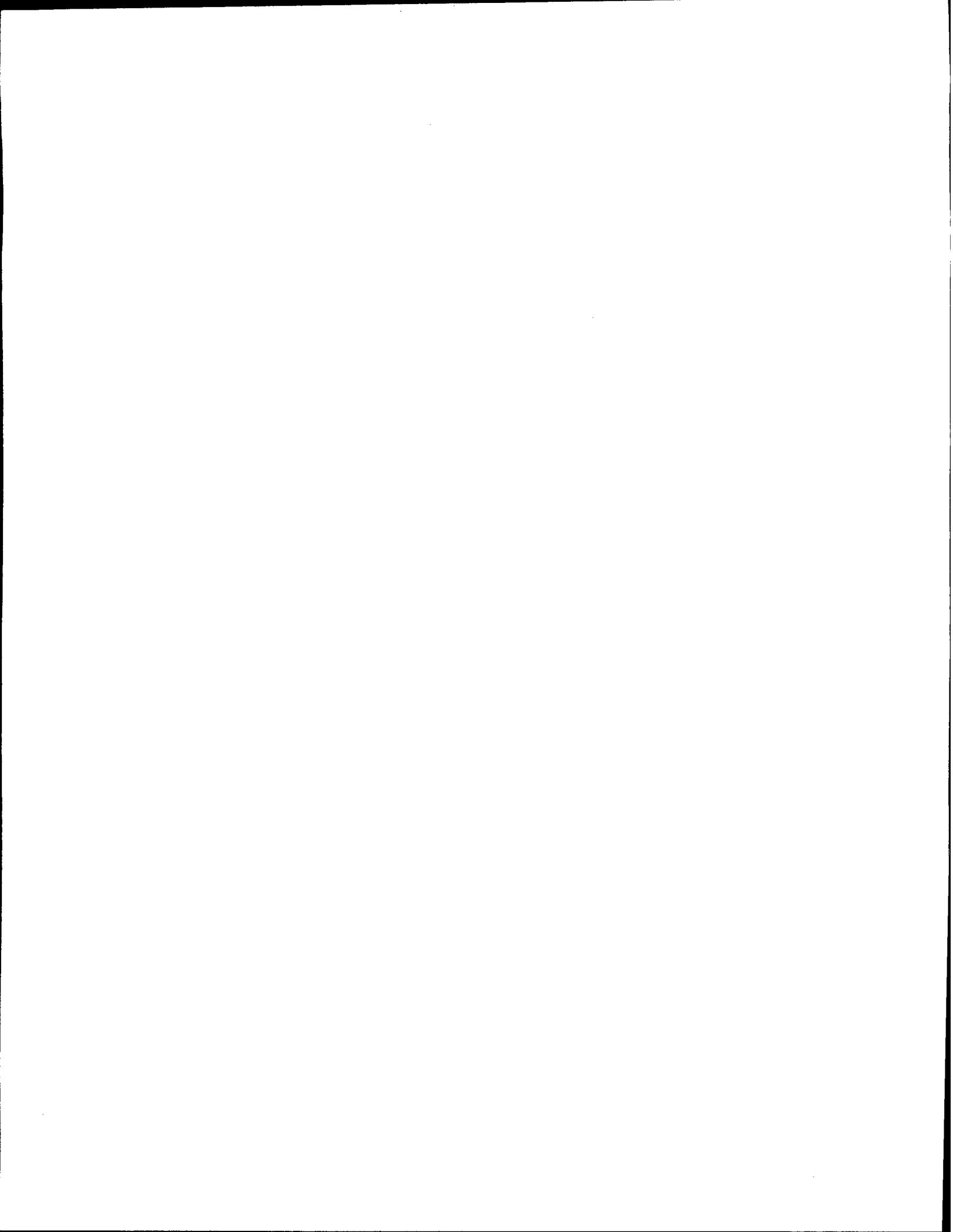
Current Base Rate	\$314
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$306

Arkansas Personal Auto Collision Base Rates, Territory 30

Current Base Rate	\$294
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$287

Arkansas Personal Auto Collision Base Rates, Territory 31

Current Base Rate	\$319
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$311

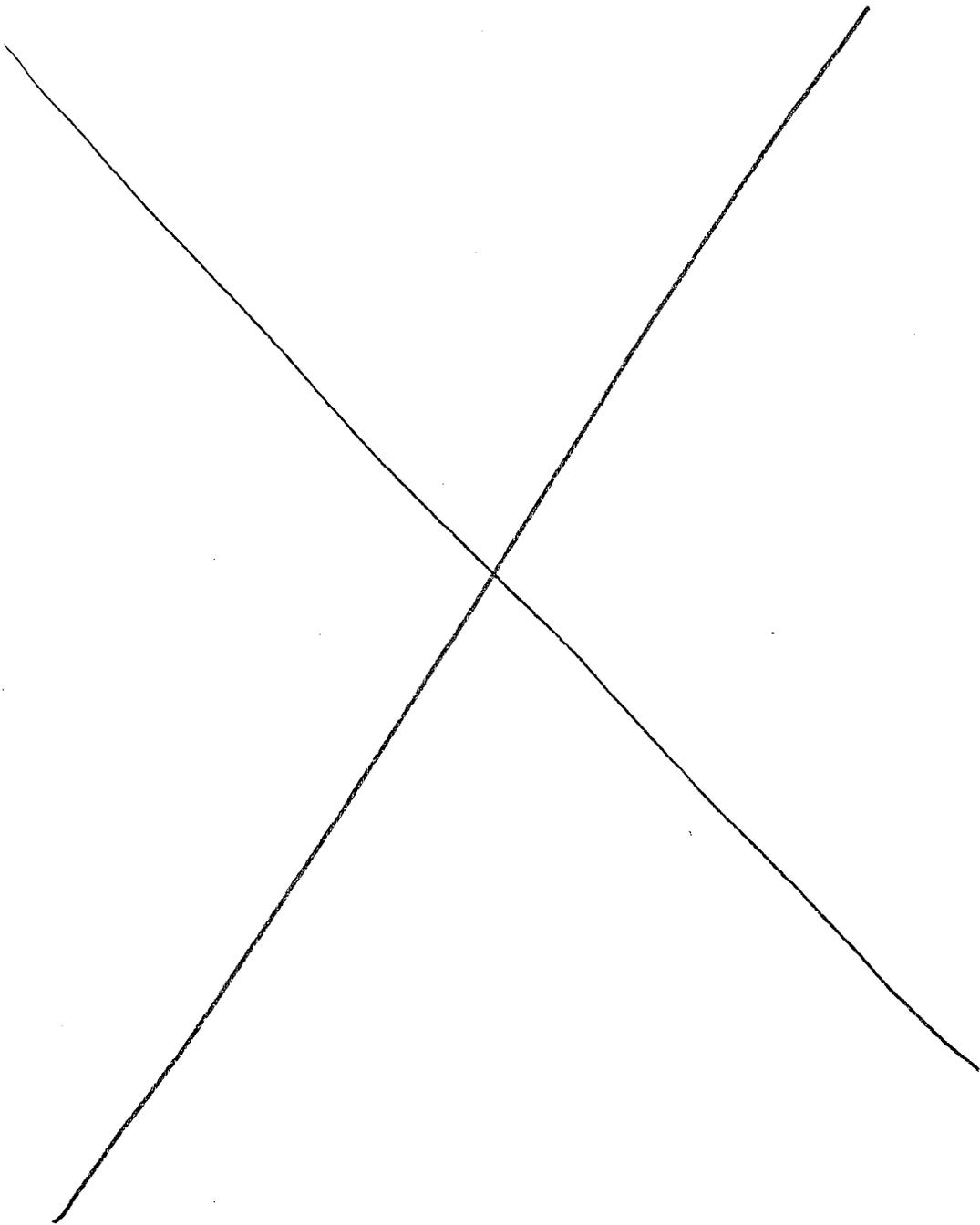


Arkansas Personal Auto Collision Base Rates, Territory 32

Current Base Rate	\$307
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$300

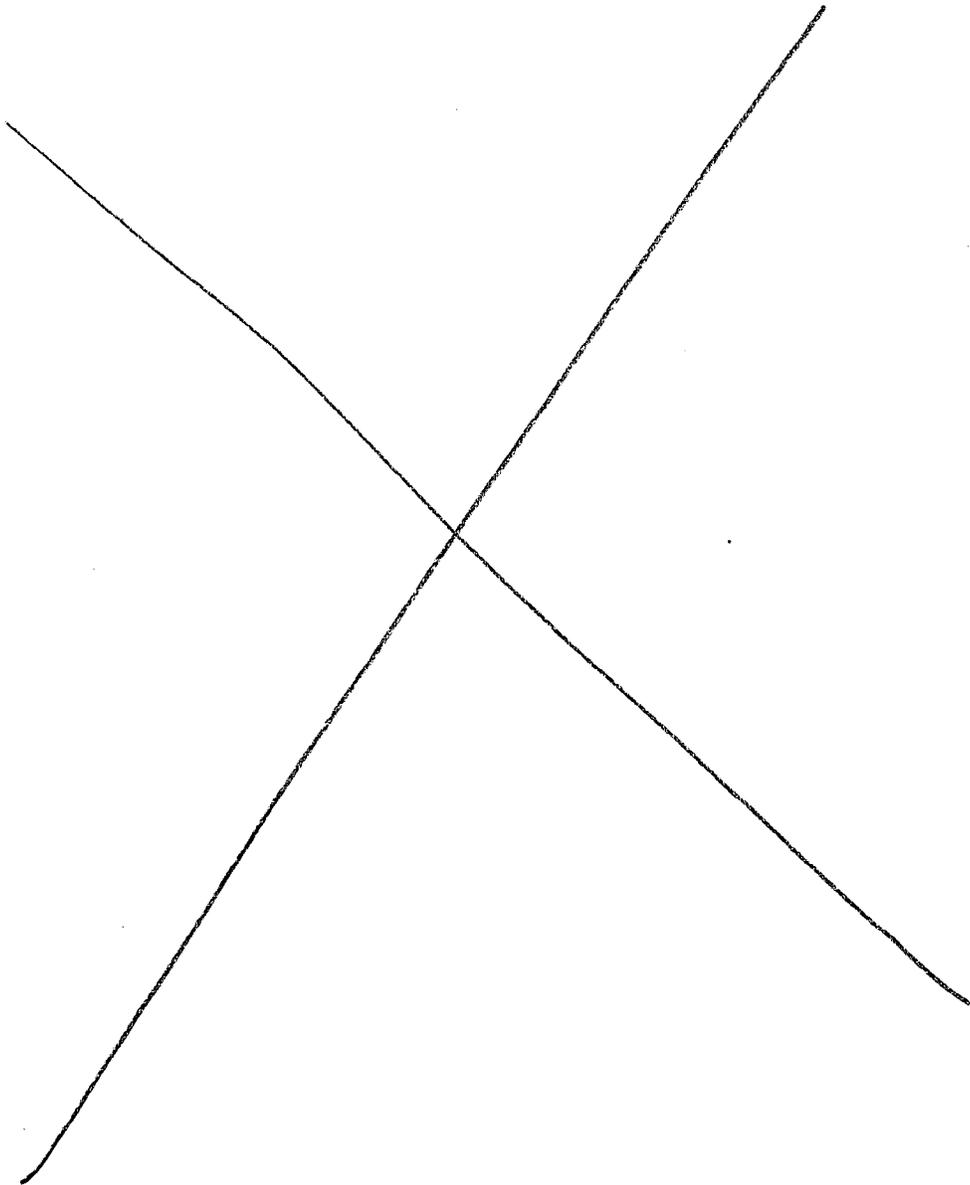
Arkansas Personal Collision Base Rates, Territory 33

Current Base Rate	\$290
Base Rate Adjustment Factor	0.976
Revised Base Rate	\$283



Index of Exhibits

1. Insurance Score
2. Driver-Vehicle Matrix Rating
3. Multi-policy Rating
4. New Business
5. SAFE Program





Grain Dealers Mutual Insurance Company

Insurance Score	Liability Coverages			Collision			Comprehensive		
	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor
0	1.00	2.020	1.00	1.00	1.855	1.00	1.00	1.095	1.00
<missing>	1.00	1.656	1.00	1.00	1.282	1.00	1.00	1.022	1.00
575-	1.00	1.956	1.50	1.00	1.595	1.30	1.00	1.486	1.25
576-650	1.00	1.161	1.08	1.00	1.018	1.01	1.00	1.352	1.15
651-750	1.00	1.000	1.00	1.00	1.000	1.00	1.00	1.000	1.00
751-800	1.00	0.719	0.90	1.00	0.811	0.90	1.00	1.001	1.00
801-850	1.00	0.604	0.85	1.00	0.707	0.80	1.00	0.885	0.90
851-900	1.00	0.859	0.85	1.00	0.832	0.80	1.00	0.668	0.80
900+	1.00	0.602	0.80	1.00	0.495	0.75	1.00	0.544	0.75

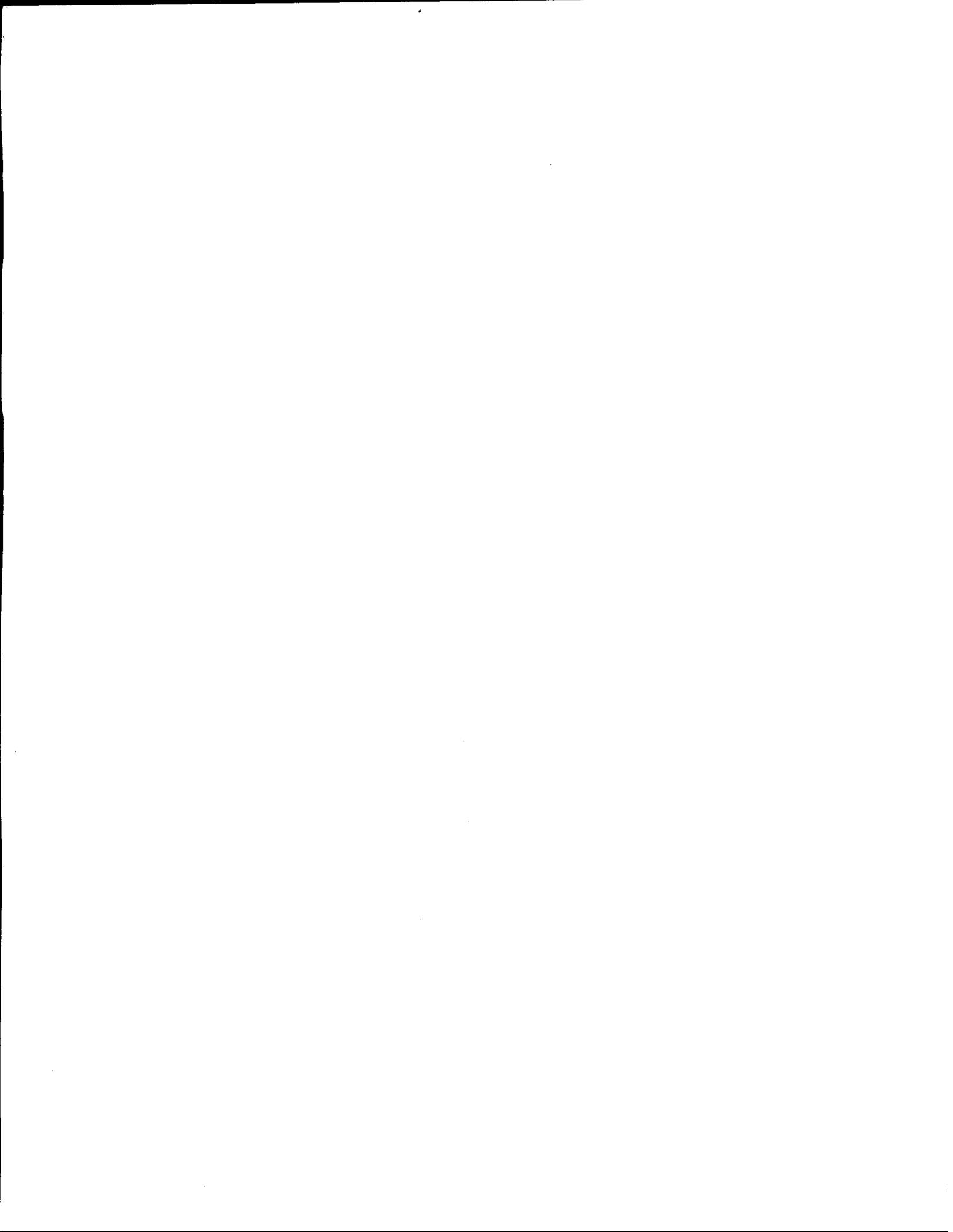
23



Grain Dealers Mutual Insurance Company

Vehicle-Driver Matrix	Liability Coverages			Collision			Comprehensive		
	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor
equal cars and drivers	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
fewer cars than drivers	1.00	1.14	1.10	1.00	1.01	1.00	1.00	1.06	1.05
more cars than drivers	0.65	0.78	0.80	0.65	0.78	0.80	1.00	1.26	1.20

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Grain Dealers Mutual Insurance Company

	Liability Coverages			Collision			Comprehensive		
	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor
Multi Policy	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00	1.00
Single Policy	0.90	0.86	0.90	0.90	0.87	0.90	0.90	1.00	0.90
Multi Policy									

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Grain Dealers Mutual Insurance Company

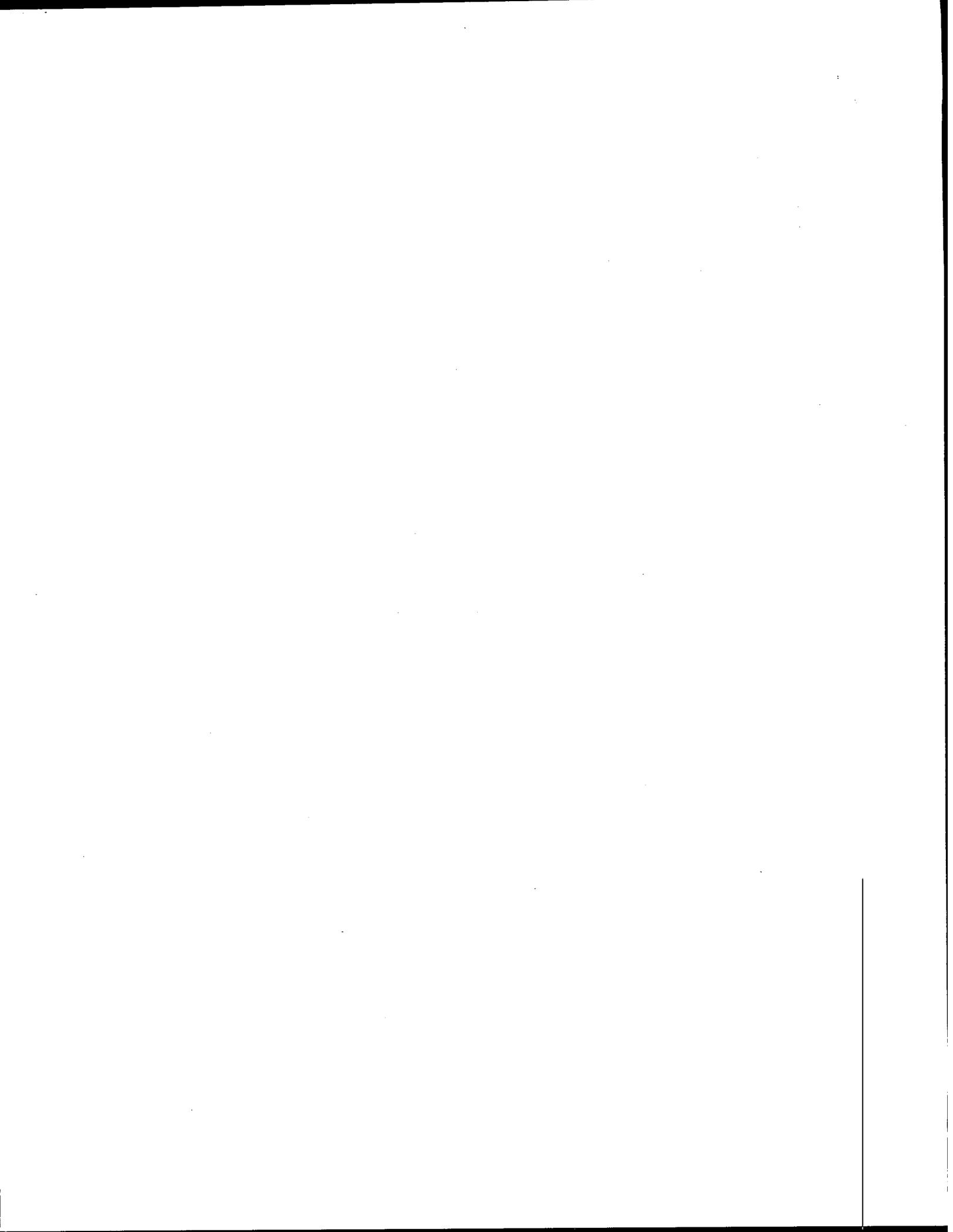
Liability Coverages		Collision		Comprehensive	
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New Policy Credit

Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor
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**No Discount
Discount Applies**

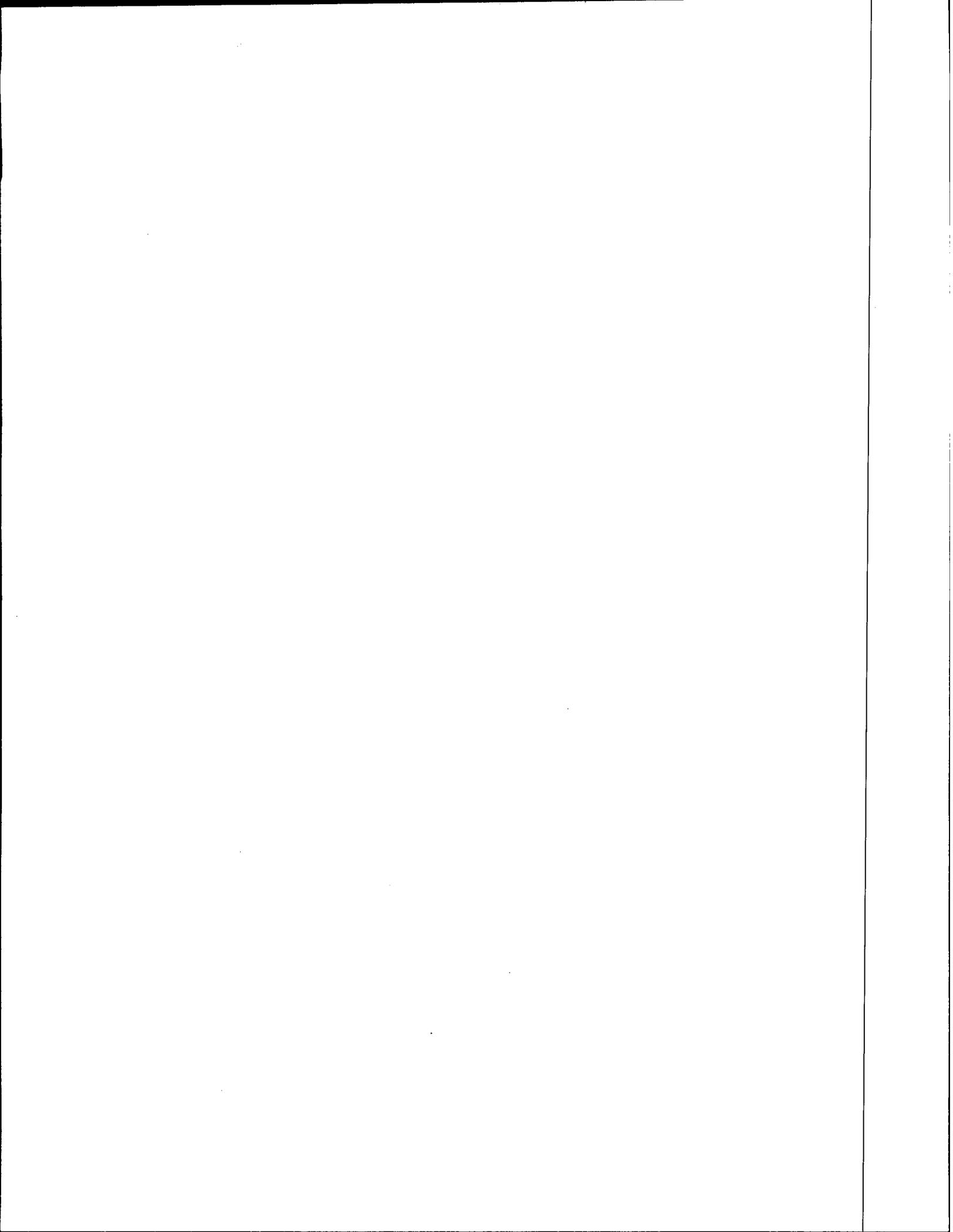
1.00	1.00	1.00	1.00	1.00	1.00
0.90	0.53	0.90	0.90	0.54	0.90



Grain Dealers Mutual Insurance Company

	Liability Coverages			Collision			Comprehensive		
	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor	Current Factor	Indicated Factor	Proposed Factor
SAFE Program									
No Discount	1.00	1.00	1.00	1.00	1.00	1.00			1.00
3 Yr Discount	0.85	1.07	0.90	0.85	1.05	0.90			0.90
5 + Yr Discount	0.80	0.78	0.80	0.80	0.73	0.80			0.80

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GRAIN DEALERS MUTUAL INS. CO.
1752 N. MERIDIAN STREET, P.O. BOX 1747, INDIANAPOLIS, IN 46206

PERSONAL VEHICLE MANUAL

ARKANSAS EXCEPTION PAGE

Additional Rule:

Rule: Driver Vehicle Matrix

	Liability	Collision	Comprehensive
Equal cars and drivers	1.00	1.00	1.00
Fewer cars than drivers	1.10	1.00	1.05
More cars than drivers	0.80	0.80	1.20

This plan will apply to all vehicles on the policy..

Effective: 5-1-09

PAM-2

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GRAIN DEALERS MUTUAL INSURANCE COMPANY
1752 N. MERIDIAN STREET, P.O. BOX 1747, INDIANAPOLIS, IN 46206

PERSONAL AUTOMOBILE MANUAL
GRAIN DEALERS MUTUAL INSURANCE COMPANY
ARKANSAS EXCEPTION PAGE

S.A.F.E. PROGRAM
(SUPERIOR ACCIDENT FREE EXPERIENCE PROGRAM)

PLAN

We believe that policyholders insured with Grain Dealers Mutual Insurance Company for three years or more who are accident free should pay less for their automobile insurance.

This plan rewards safe driving with a graded scale of credits applicable to total premiums for Bodily Injury, Property Damage, Medical Payments and Collision Coverages on automobiles eligible for and insured under a Grain Dealers Mutual Insurance Company Personal Auto Policy. The amount of credit applicable is shown below:

- 10% Credit - When a policy has been in force with Grain Dealers Mutual Insurance Company for three years and has been accident free for that period.
- 20% Credit - When a policy has been in force with Grain Dealers Mutual Insurance Company for four years or more and has been accident free for the latest four-year period.

The largest credit for which a policy qualifies shall apply.

Policyholders who have lost their accident-free status will lose the applicable credit on all coverages at the next renewal period. A new safe driving record for which credit can be re-earned will begin accruing at that time. However, no credit will be applied until after the three accident-free driving years, and then a 15% credit will be allowed.

ELIGIBILITY

Policyholders with Personal Auto Policies in the Grain Dealers Mutual Insurance Company for three years shall be eligible for the Superior Accident Free Experience Program provided the policyholder or the driver of his/her car has had no accidents and the principal operator has been a licensed driver for at least five years.

When there are two or more automobiles insured under the policy, the principal operator of the automobile must have been a licensed driver for at least five years in order for a credit to be applied to the automobile. If there is an accident under the policy, all insured automobiles become ineligible.





GRAIN DEALERS MUTUAL INSURANCE COMPANY
1752 N. MERIDIAN STREET, P.O. BOX 1747, INDIANAPOLIS, IN 46206

Accidents incurred by operators who were residents at the time of the accident will not affect the eligibility of the policy if the operator is no longer a resident. Should an accident occur when the vehicle is operated by a non-resident operator, the accident will be treated as though it were incurred by the principal operator of the vehicle.

Accident means either two losses (regardless of size) or one loss equal to or greater than the applicable amount shown below paid by Grain Dealers Mutual Insurance for Bodily Injury, Property Damage, Medical Payments, or Collision (except if the vehicle is legally parked) during the experience period in question. The insured must be in whole or in part at fault.

<u>Years with Grain Dealers Mutual</u>	<u>Amount of Loss</u>
During 1st Year	\$500
During 2nd Year	\$500
During 3rd Year	\$500
During 4th Year	\$600
During 5th Year	\$700
During 6th Year	\$800
During 7th Year	\$900
During 8th Year	\$1000
During 9th Year	\$1100
During 10th Year	\$1200
During 11th Year	\$1300
During 12th Year	\$1400
During 13th Year	\$1500

The schedule above applies only to losses incurred on or after the effective date shown below. Any losses that occurred before this date will utilize the SAFE plan in effect prior to this date.

PAM-5

Effective: 05-01-2009

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GRAIN DEALERS MUTUAL INS. CO.
1752 N. MERIDIAN STREET, P.O. BOX 1747, INDIANAPOLIS, IN 46206

PERSONAL VEHICLE MANUAL

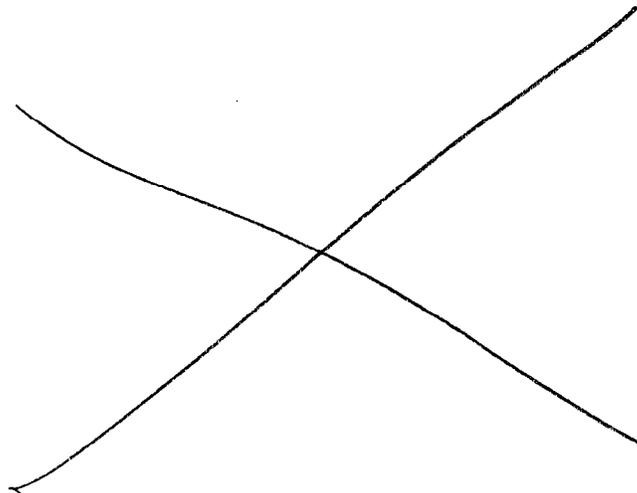
ARKANSAS EXCEPTION PAGE

Additional Rule:

Insurance Score

The following factors will be applied to the Homeowners premium depending on the Insurance Scores:

	Liability	Comprehensive	Collision
Missing	1.00	1.00	1.00
0	1.00	1.00	1.00
1-575	1.50	1.30	1.25
576 to 650	1.08	1.01	1.15
651 to 750	1.00	1.00	1.00
751 to 800	0.88	0.90	1.00
801 to 850	0.83	0.80	0.90
851 to 900	0.78	0.80	0.80
Above 900	0.73	0.75	0.75





NAIC LOSS COST DATA ENTRY DOCUMENT

1. This filing transmittal is part of Company Tracking # N/A

2. If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number N/A

3. A.	Company Name Grain Dealers Mutual Insurance Company	B.	Company NAIC Number 082 22098
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4. A.	Product Coding Matrix Line of Business (i.e., Type of Insurance) Personal Auto	B.	Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)
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5.

(A) COVERAGE (See Instructions)	(B) Indicated % Rate Level Change	(C) Requested % Rate Level Change	FOR LOSS COSTS ONLY			
			(D) Expected Loss Ratio	(E) Loss Cost Modification Factor	(F) Selected Loss Cost Multiplier	(H) Co. Current Loss Cost Multiplier
Personal Auto		Nil	.5890	1.00	1.308	1.308
Liability						
Personal Auto		Nil	.5897	1.00	1.330	1.330
Physical Damage						
TOTAL OVERALL EFFECT						

6. 5 Year History Rate Change History

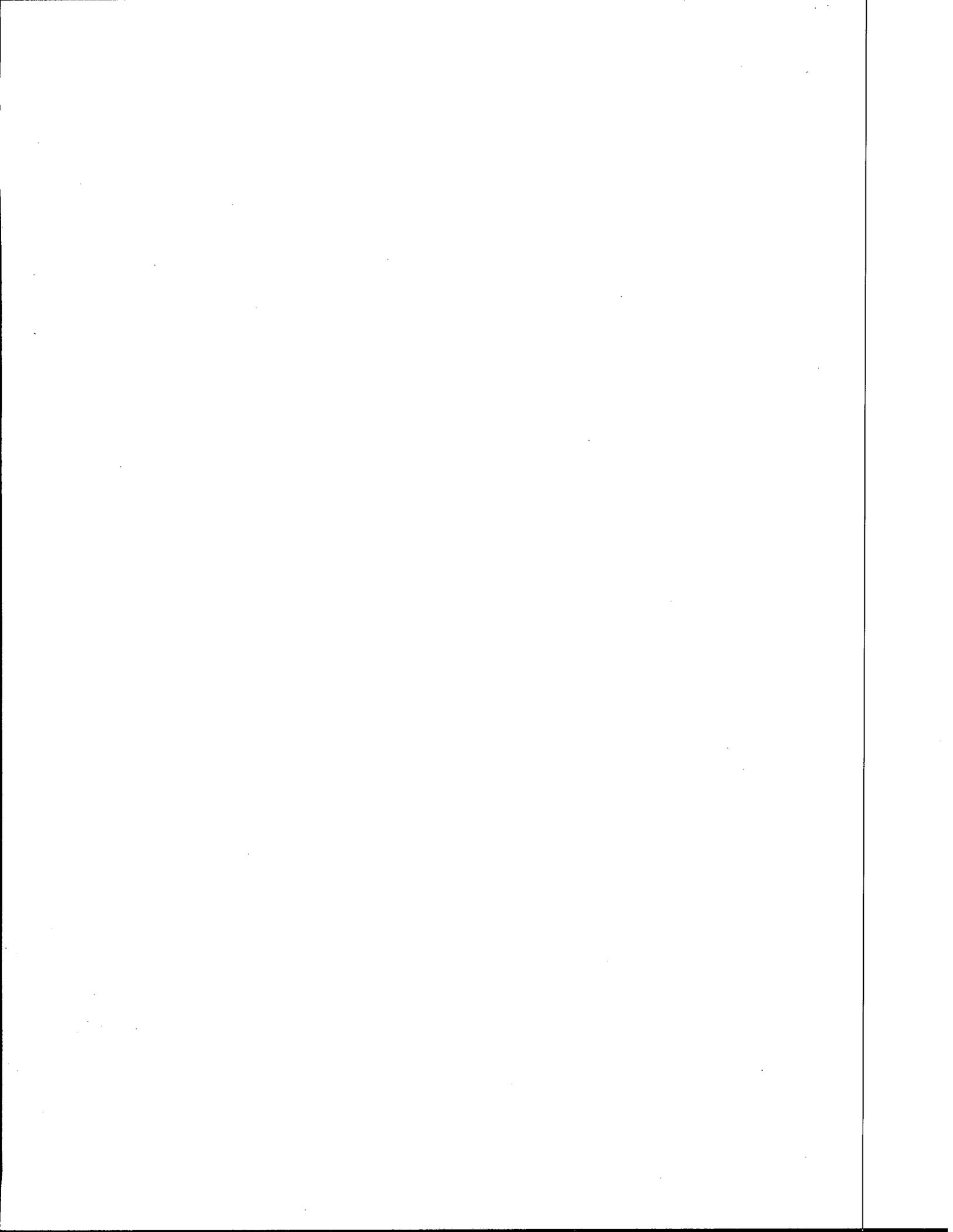
Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio
2008	283			396	725	193%	92%
2007	251			360	171	49%	65%
2006	263			366	319	87%	81%
2005	277	-3.38%	8/1/05	433	486	108%	55%
2004	321	-1.68%	12/1/04	480	263	54%	71%

7.

Expense Constants	Selected Provisions
A. Total Production Expense	
B. General Expense	
C. Taxes, License & Fees	
D. Underwriting Profit & Contingencies	
E. Other (explain)	
F. TOTAL	

8. N Apply Lost Cost Factors to Future filings? (Y or N)
9. Nil Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable): _____
10. Nil Estimated Maximum Rate Decrease for any Insured (%). Territory (if applicable): _____

Handwritten initials



Bill Lacy

To: Alexa Grissom
Subject: RE: Personal Auto (Tier Program)

From: PHolliday@graindealers.com [mailto:PHolliday@graindealers.com]
Sent: Tuesday, April 21, 2009 1:37 PM
To: Alexa Grissom
Subject: Fw: Personal Auto (Tier Program)

Dear Ms. Grissom:

We wish to change our effective date on the above referenced filing from May 1, 2009 to June 1, 2009. Please send me an acknowledgment email.

Respectfully,

Pamela Holliday
State Filings Coordinator
Grain Dealers Mutual Insurance Company

----- Forwarded by Pam Holliday/HO/GDMNotes on 04/21/2009 02:35 PM -----

Pam Holliday/HO/GDMNotes

To "Alexa Grissom" <Alexa.Grissom@arkansas.gov>

cc

02/25/2009 09:01 AM

Subject Re: Personal Auto (Tier Program)[Link](#)

Dear Ms. Grissom:

Attached is the APCS in Excel format.

Attached is RF-1.

Attached is information that we are sending to justify the credit ranges.

If you have any other questions, please do not hesitate to contact me.

Respectfully,

Pam Holliday

State Filings Coordinator

Grain Dealers Mutual Insurance Company

4/21/2009

"Alexa Grissom" <Alexa.Grissom@arkansas.gov>

To <phollida@graindealers.com>

cc

02/17/2009 04:48 PM

Subject Personal Auto (Tier Program)

Ms. Holiday

This will acknowledge receipt of the above-captioned filing. Please provide a copy of the APCS in Excel. Additionally, please submit a completed RF-1.

In accordance with Ark. Code Ann. 23-67-409, please submit data justifying the credit ranges submitted. If you have not filed the credit model, please do so for compliance with Ark. Code Ann. 23-67-409.

Sincerely

Alexa B. Grissom
Certified Analyst
Property & Casualty
(501) 371-2803

4/21/2009