

State: Arkansas **Filing Company:** Viking Insurance Company of WI
TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)
Product Name: Viking Six Month
Project Name/Number: /

Filing at a Glance

Company: Viking Insurance Company of WI
Product Name: Viking Six Month
State: Arkansas
TOI: 19.0 Personal Auto
Sub-TOI: 19.0001 Private Passenger Auto (PPA)
Filing Type: Rate
Date Submitted: 10/07/2013
SERFF Tr Num: VKNG-129231870
SERFF Status: Closed-Filed
State Tr Num:
State Status:
Co Tr Num: VIK-20131028-RATE

Effective Date: 10/28/2013
Requested (New):
Effective Date: 12/11/2013
Requested (Renewal):
Author(s): Curtis Templin, Brent Newport, Kory Olson, Hayley Vanhandel
Reviewer(s): Alexa Grissom (primary)
Disposition Date: 10/17/2013
Disposition Status: Filed
Effective Date (New): 10/28/2013
Effective Date (Renewal): 12/11/2013

State Filing Description:

State: Arkansas **Filing Company:** Viking Insurance Company of WI
TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)
Product Name: Viking Six Month
Project Name/Number: /

General Information

Project Name: Status of Filing in Domicile: Authorized
 Project Number: Domicile Status Comments:
 Reference Organization: Reference Number:
 Reference Title: Advisory Org. Circular:
 Filing Status Changed: 10/17/2013
 State Status Changed: Deemer Date:
 Created By: Hayley Vanhandel Submitted By: Hayley Vanhandel
 Corresponding Filing Tracking Number:

Filing Description:

With this revision Viking Insurance Company of Wisconsin is implementing new base rates. The overall effect is a +3.0% rate level change. The rate manual changes are effective 10/28/2013 (New Business) and 12/11/2013 (Renewal Business).

Company and Contact

Filing Contact Information

Brent Newport, Product Analyst Brent.Newport@sentry.com
 1224 Deming Way 608-826-3143 [Phone]
 Madison, WI 53717

Filing Company Information

Viking Insurance Company of WI CoCode: 13137 State of Domicile: Wisconsin
 1800 North Point Drive Group Code: 169 Company Type:
 Stevens Point, WI 54481 Group Name: State ID Number:
 (608) 836-3000 ext. FEIN Number: 39-1150917
 8263116[Phone]

Filing Fees

Fee Required? Yes
 Fee Amount: \$100.00
 Retaliatory? No
 Fee Explanation: \$100 for Rate Filing
 Per Company: No

Company	Amount	Date Processed	Transaction #
Viking Insurance Company of WI	\$100.00	10/07/2013	74979697

SERFF Tracking #:

VKNG-129231870

State Tracking #:

Company Tracking #:

VIK-20131028-RATE

State:

Arkansas

Filing Company:

Viking Insurance Company of WI

TOI/Sub-TOI:

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name:

Viking Six Month

Project Name/Number:

/

Correspondence Summary

Dispositions

Status	Created By	Created On	Date Submitted
Filed	Alexa Grissom	10/17/2013	10/17/2013

State: Arkansas
TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)
Product Name: Viking Six Month
Project Name/Number: /

Filing Company: Viking Insurance Company of WI

Disposition

Disposition Date: 10/17/2013
 Effective Date (New): 10/28/2013
 Effective Date (Renewal): 12/11/2013
 Status: Filed

Comment:

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Viking Insurance Company of WI	5.000%	3.000%	\$141,578	7,697	\$4,719,259	4.300%	-0.700%

Schedule	Schedule Item	Schedule 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	Revision Documents	Filed	Yes
Supporting Document	Supporting Documents	Filed	Yes
Rate	Rate Manual	Filed	Yes

SERFF Tracking #:

VKNG-129231870

State Tracking #:

Company Tracking #:

VIK-20131028-RATE

State: Arkansas

Filing Company: Viking Insurance Company of WI

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

Product Name: Viking Six Month

Project Name/Number: /

Rate Information

Rate data applies to filing.

Filing Method: File & Use

Rate Change Type: Neutral

Overall Percentage of Last Rate Revision: 0.000%

Effective Date of Last Rate Revision: 05/20/2013

Filing Method of Last Filing: File & Use

Company Rate Information

Company Name:	Overall % Indicated Change:	Overall % Rate Impact:	Written Premium Change for this Program:	# of Policy Holders Affected for this Program:	Written Premium for this Program:	Maximum % Change (where req'd):	Minimum % Change (where req'd):
Viking Insurance Company of WI	5.000%	3.000%	\$141,578	7,697	\$4,719,259	4.300%	-0.700%

SERFF Tracking #:

VKNG-129231870

State Tracking #:**Company Tracking #:**

VIK-20131028-RATE

State: Arkansas**Filing Company:**

Viking Insurance Company of WI

TOI/Sub-TOI: 19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)**Product Name:** Viking Six Month**Project Name/Number:** /

Rate/Rule Schedule

Item No.	Schedule Item Status	Exhibit Name	Rule # or Page #	Rate Action	Previous State Filing Number	Attachments
1	Filed 10/17/2013	Rate Manual		New		Rate Manual 10.28.13.pdf

Rate Manual

LSPEA 6100

State: AR Company: 00 Product/Plan: 09/VN

Created 9/30/13

Factor groups (system ID) included:

Base Rate (1)

Description:

Lists the monthly base rate by coverage

Rate Calculation Formulas

{x} indicates system factor code

[xR] indicates rounding to x digits

Coverage

Formula

BI (Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + SymbolIgm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Defensive Driver {13} [4R] * Good student {15} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

UMBI (Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

UMPD (Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

UIMBI (Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

Rate Calculation Formulas

{x} indicates system factor code

[xR] indicates rounding to x digits

Coverage

Formula

MED PAY

(Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + Symbolglm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Defensive Driver {13} [4R] * Good student {15} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

PIP MED

(Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + Symbolglm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R])

PIP WGLS

([0R] Base Rate {1} [4R] * [0R] Commission {2} [4R] * [0R] Term {11} [2R]) [0R]

PIP DTH

([0R] Base Rate {1} [4R] * [0R] Commission {2} [4R] * [0R] Term {11} [2R]) [0R]

PD

(Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Liability Adjustment Factor {199} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + Symbolglm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Limit {8} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Defensive Driver {13} [4R] * Good student {15} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

CMP LIEN

([0R] Base Rate {1} [0R]) [0R]

Rate Calculation Formulas

{x} indicates system factor code

[xR] indicates rounding to x digits

Coverage

Formula

COMP

(Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + SymbolGlm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Deductible {33} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Defensive Driver {13} [4R] * Good student {15} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

CMP MISC

([0R] Base Rate {1} [0R]) [0R]

COL LIEN

([0R] LienDeduct {87} [4R] * [0R] Commission {2} [4R] * [0R] Term {11} [2R]) [0R]

COLL

(Base Rate {1} [4R] * CredSurc {70} [4R] * Commission {2} [4R] * Points Age {3} [4R] * (AGMS {18} [4R] + Excess Vehicle {32} [4R] + Points adjustment {21} [4R]) * Territory {5} [4R] * (Symbol {6} [4R] * Symbol-C-Cutoff {606} [4R] + SymbolGlm {608} [4R] * Symbol-One-Cutoff {607} [4R]) * Model Year {7} [4R] * Deductible {33} [4R] * Discount {9} [4R] * AdvQuoteAndInsScore {406} [4R] * Defensive Driver {13} [4R] * Good student {15} [4R] * Surcharge {10} [4R] * Household Composition {671} [4R] * Household Composition Two {672} [4R] * Vehicle Driver Adjustment {301} [4R] * Vehicle Count - Age Group Adj {302} [4R] * Term {11} [2R] + Expense {12} [2R])

COL MISC

(Base Rate[4R] * Commission[4R] * Limitvalue[4R] * Term[2R])

TOWING

([0R] TowRenBaseRate {91} [2R] * [0R] Commission {2} [4R] * [0R] Term {11} [2R]) [0R]

RENTAL

([0R] TowRenBaseRate {91} [2R] * [0R] Commission {2} [4R] * [0R] Term {11} [2R]) [0R]

Base Rate (1)

Exhibit 1

<u>BI</u>	<u>CMP LIEN</u>	<u>CMP MISC</u>	<u>COL MISC</u>	<u>COLL</u>	<u>COMP</u>	<u>MED PAY</u>	<u>PD</u>	<u>PIP DTH</u>	<u>PIP MED</u>	<u>PIP WGLS</u>	<u>UIMBI</u>	<u>UMBI</u>	<u>UMPD</u>
30.57	0	0	10	49.64	50.38	5.5	26.89	1	27.74	3	6.2	14.12	6.2

SERFF Tracking #:

VKNG-129231870

State Tracking #:

Company Tracking #:

VIK-20131028-RATE

State: Arkansas

Filing Company:

Viking Insurance Company of WI

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

Product Name: Viking Six Month

Project Name/Number: /

Supporting Document Schedules

Satisfied - Item:	A-1 Private Passenger Auto Abstract
Comments:	
Attachment(s):	PPA Abstract 10.28.13.pdf
Item Status:	Filed
Status Date:	10/17/2013

Satisfied - Item:	APCS-Auto Premium Comparison Survey
Comments:	
Attachment(s):	PPA Survey FORM APCS 10.28.13.pdf PPA Survey FORM APCS 10.28.13.xlsx
Item Status:	Filed
Status Date:	10/17/2013

Satisfied - Item:	NAIC loss cost data entry document
Comments:	
Attachment(s):	FORM RF-1 Rate Filing Abstract 10.28.13.pdf
Item Status:	Filed
Status Date:	10/17/2013

Bypassed - Item:	NAIC Loss Cost Filing Document for OTHER than Workers' Comp
Bypass Reason:	N/A
Attachment(s):	
Item Status:	Filed
Status Date:	10/17/2013

Satisfied - Item:	Revision Documents
Comments:	

SERFF Tracking #:

VKNG-129231870

State Tracking #:**Company Tracking #:**

VIK-20131028-RATE

State:

Arkansas

Filing Company:

Viking Insurance Company of WI

TOI/Sub-TOI:

19.0 Personal Auto/19.0001 Private Passenger Auto (PPA)

Product Name:

Viking Six Month

Project Name/Number:

/

Attachment(s):	AR Cover Letter 10.28.13.pdf Filing Memo 10.28.13.pdf
Item Status:	Filed
Status Date:	10/17/2013

Satisfied - Item:	Supporting Documents
Comments:	
Attachment(s):	AR Off Balance 10.28.13.pdf AR 10.28.13 Indication.pdf
Item Status:	Filed
Status Date:	10/17/2013

ARKANSAS INSURANCE DEPARTMENT

FORM A-1 PRIVATE PASSENGER AUTOMOBILE ABSTRACT

Instructions: All questions must be answered. If the answer is "none" or "Not applicable", so state. If all questions are not answered, the filing will not be accepted for review by the Department. Use a separate abstract for each company if filing for a group. Subsequent private passenger auto rate/rule submissions that do not alter the information contained herein need not include this form.

Company Name Viking Insurance Company of Wisconsin
 NAIC # (including group #) 13137(169)

1. Are there any areas in the State of Arkansas in which your company will not write automobile insurance?

Yes No

If yes, list the areas: _____

2. Do you furnish a market for young drivers? Yes No

3. Do require collateral business to support a youthful driver? Yes No

4. Do you insure drivers with an international or foreign driver's license? Yes No

5. Specify the percentage you allow in credit or discounts for the following:

- | | | |
|----------------------------|----|---|
| a. Driver over 55 | 5 | % |
| b. Good Student Discount | 5 | % |
| c. Multi-car Discount | 10 | % |
| d. Accident Free Discount* | 0 | % |

Please Specify Qualification for Discount: _____

- | | | |
|---------------------------|--|---|
| e. Anti-Theft Discount | 0 | % |
| f. Transfer | BI-10%,PD-9%,MP-19%,PIP-14%,COMP-15%,COLL-8%,UM Coverages-4% | % |
| g. Six Month Paid-In-Full | BI-15%,PD-12%,MP-26%,PIP-20%,COMP-20%,COLL-15%,UM Cov-20% | % |
| h. Advance Quote | 15 | % |
| i. Homeowner | BI-5%,PD-6%,MP-4%,PIP-10%,COMP-5%,COLL-7%,UM Coverages-0% | % |

6. Do you have an installment payment plan for automobile insurance? Yes No

If so, what is the fee for installment payments? \$10.00 / \$3.00 (EFT)

7. Does your company utilize a tiered rating plan? Yes No

If so, list the programs and percentage difference and current volume for each plan:

Program	Percentage Difference	Volume
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THE INFORMATION PROVIDED IS CORRECT TO THE BEST OF MY KNOWLEDGE AND BELIEF.

Brent Newport

 Signature
 Brent Newport
 Printed Name
 Asst. Product Manager
 Title
 608.826.3143
 Telephone Number
 Brent.Newport@Sentry.com
 Email address

NAIC LOSS COST DATA ENTRY DOCUMENT

1.	This filing transmittal is part of Company Tracking #	VIK-20131028-RATE/RULE
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2.	If filing is an adoption of an advisory organization loss cost filing, give name of Advisory Organization and Reference/ Item Filing Number	
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Company Name		Company NAIC Number	
3.	A. Viking Insurance Company of Wisconsin	B.	13137

Product Coding Matrix Line of Business (i.e., Type of Insurance)		Product Coding Matrix Line of Insurance (i.e., Sub-type of Insurance)	
4.	A. 19.0 Personal Auto	B.	19.001 Private Passenger Auto(PPA)

(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	(G) Expense Constant (If Applicable)
BI	6.2%	5.0%				
PD	5.5%	3.0%				
UM Coverages	1.2%	0.0%				
PIP	0.4%	0.0%				
MP	-0.4%	0.0%				
COMP	0.9%	0.0%				
COLL	3.4%	0.5%				
TOTAL OVERALL EFFECT	5.0%	3.0%				

Year	Policy Count	% of Change	Effective Date	State Earned Premium (000)	Incurred Losses (000)	State Loss Ratio	Countrywide Loss Ratio
2008	8,433	1.98%	8/25/08	8,887	5,654	63.6%	52.4%
2008	8,433	2.24%	10/20/08	8,887	5,654	63.6%	52.4%
2009	5,989	0.00%	2/16/09	8,924	4,933	55.3%	54.5%
2009	5,989	3.18%	6/15/09	8,924	4,933	55.3%	54.5%
2009	5,989	0.0%	8/17/09	8,924	4,933	55.3%	54.5%
2010	5,730	1.4%	9/27/10	6,294	4,200	66.7%	55.4%
2011	5,700	1.6%	4/18/11	5,594	3,162	56.5%	57.3%
2012	5,286	0.0%	6/18/12	4,836	2,098	43.4%	55.6%
2012	5,286	-6.7%	12/26/12	4,836	2,098	43.4%	55.6%
2013	7,528	0.0%	5/20/13	3,645	2,045	56.1%	58.6%

Expense Constants	Selected Provisions
A. Total Production Expense	12.5%
B. General Expense	13.3%
C. Taxes, License & Fees	2.5%
D. Underwriting Profit & Contingencies	4.2%
E. Other (explain) - ULAE	11.4%
F. TOTAL	43.7%

8. N Apply Lost Cost Factors to Future filings? (Y or N)
9. +4.3% Estimated Maximum Rate Increase for any Insured (%). Territory (if applicable): _____
10. -0.7% Estimated Maximum Rate Decrease for any Insured (%) Territory (if applicable): _____

Dairyland Auto
1800 Deming Way
Middleton, WI 53562



October 7, 2013

Jay Bradford
Insurance Commissioner
Arkansas Insurance Department
1200 West Third Street
Little Rock, AR 72201-1904
Attn: Mr. Bill Lacy, Director, Property & Casualty Division

RE: VIKING INSURANCE COMPANY OF WISCONSIN (NAIC#13137)

With this revision Viking Insurance Company of Wisconsin is implementing new base rates. The overall effect is a +3.0% rate level change. The rate manual changes are effective 10/28/2013 (New Business) and 12/11/2013 (Renewal Business).

If you have any questions or require additional information, please contact me at 608-826-3143.

Sincerely,

Brent Newport
State Manager
Dairyland Auto
Brent.Newport@Sentry.com
608-826-3143

Viking Insurance Company of Wisconsin

State of AR Filing Memorandum

Automobile Manual Change

In this filing, we are updating our State of AR automobile program rates.

In support of the proposed changes, we are enclosing the following exhibits:

- | | |
|-------------------|---------------------------------|
| Exhibit 1: | Base Rates (in the Rate Manual) |
| Exhibit 2: | Indications |
| Exhibit 3: | Off-Balance |

COVERAGE	2 Year CURRENT LEVEL PREMIUM	CURRENT BASE RATES	PROPOSED BASE RATES	BASE RATE CHANGE	FILED OVERALL CHANGE
BIPD	\$6,743,227	\$55.22	\$55.22	4.1%	4.1%
BI	\$3,585,328	\$29.11	\$30.57	5.0%	5.0%
PD	\$3,157,899	\$26.11	\$26.89	3.0%	3.0%
POLICY FEES	\$10,700	\$10.00	\$10.00	0.0%	0.0%
BILLING FEES	\$825,817	\$10.00	\$10.00	0.0%	0.0%
UM	\$473,543	\$26.52	\$26.52	0.0%	0.0%
MP	\$6,886	\$5.50	\$5.50	0.0%	0.0%
PIP	\$77,519	\$27.74	\$27.74	0.0%	0.0%
LIABILITY	\$8,137,691			3.4%	3.4%
COMP	\$462,532	\$50.38	\$50.38	0.0%	0.0%
COLL	\$717,587	\$49.39	\$49.64	0.5%	0.5%
PHYSICAL DAMAGE	\$1,180,118			0.3%	0.3%
TOTAL:	\$9,317,810			3.0%	3.0%

RATE LEVEL INDICATION		SPLIT TREND INDICATIONS										EXHIBIT 2
DAIRYLAND AUTOMOBILE		Arkansas										
As of 6/30/2013												
Trended to 3/20/2014												
Rolling Accident Year		BI	PD	UM	MP	PIP	Total Liability	COMP	COLL	Physical Damage	TOTAL	
(Q#-Quarter#)												
1 Earned Premium Excluding fees	Q310-Q211	2,208,645	2,170,402	217,126	3,371	34,751	4,634,295	246,762	487,577	734,339	5,368,634	
	Q311-Q212	1,850,214	1,770,467	212,912	2,832	35,822	3,872,246	208,414	415,601	624,015	4,496,261	
	Q312-Q213	1,866,999	1,697,544	224,133	3,889	37,724	3,830,289	222,655	392,443	615,098	4,445,387	
2 Model Year and Symbol Drift	Q310-Q211	1.000	1.000	1.000	1.000	1.000		1.033	1.066			
	Q311-Q212	1.000	1.000	1.000	1.000	1.000		1.022	1.045			
	Q312-Q213	1.000	1.000	1.000	1.000	1.000		1.012	1.024			
3 Fees Policy, Rein., or Service	Q310-Q211	166,275	163,396	16,346	254	2,616	348,887	18,577	36,707	55,284	404,171	
	Q311-Q212	138,957	132,967	15,990	213	2,690	290,817	15,652	31,213	46,865	337,683	
	Q312-Q213	148,795	135,290	17,863	310	3,006	305,264	17,745	31,277	49,022	354,286	
4 Case Incurred Losses and ALAE	Q310-Q211	1,527,414	1,306,405	199,206	0	15,461	3,048,486	159,996	246,276	406,272	3,454,758	
	Q311-Q212	829,868	952,427	115,956	0	27,306	1,925,557	181,193	174,030	355,223	2,280,780	
	Q312-Q213	705,248	918,701	76,189	1,000	14,039	1,715,178	97,825	327,361	425,186	2,140,364	
5 Loss Development Factors CASE	Q310-Q211	1.099	1.000	1.034	0.994	1.000	1.052	1.000	1.000	1.000	1.046	
	Q311-Q212	1.247	1.000	1.294	1.036	1.000	1.124	1.000	1.000	1.000	1.105	
	Q312-Q213	1.860	1.160	1.575	1.061	0.997	1.465	1.073	0.993	1.011	1.375	
6 Projected L/R before trend (4x5)/(1+3) * If no PIP EP, BI incl PIP losses	Q310-Q211	70.7%	56.0%	88.2%	0.0%	41.4%	64.3%	60.3%	47.0%	51.5%	62.6%	
	Q311-Q212	52.0%	50.0%	65.6%	0.0%	70.9%	52.0%	80.9%	38.9%	52.9%	52.1%	
	Q312-Q213	65.1%	58.1%	49.6%	25.3%	34.4%	60.8%	43.7%	76.7%	64.8%	61.3%	
7 Rate Level Factors 7a (Premium adjustment Factors)	Q310-Q211	0.972	0.859	1.355	0.993	1.232	0.939	1.060	0.828	0.906	0.934	
	Q311-Q212	0.933	0.866	1.091	0.992	1.043	0.912	1.059	0.832	0.908	0.912	
	Q312-Q213	0.942	0.905	1.016	0.998	1.007	0.931	1.028	0.896	0.944	0.932	
7b (Fee adjustment Factors)	Q310-Q211	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	
	Q311-Q212	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	1.250	
	Q312-Q213	1.170	1.170	1.170	1.170	1.170	1.170	1.170	1.170	1.170	1.170	
8 Earned Premium w/ Fees at current rate levels including premium trend (1x2x7a)+(3x7b)	Q310-Q211	2,354,648	2,068,621	314,639	3,665	46,083	4,787,656	293,422	476,242	769,664	5,557,319	
	Q311-Q212	1,899,945	1,699,433	252,275	3,075	40,725	3,895,454	245,131	400,356	645,488	4,540,942	
	Q312-Q213	1,932,761	1,694,528	248,614	4,244	41,504	3,921,651	252,393	396,652	649,045	4,570,696	
9 Loss Trend Factors	Q310-Q211	1.058	1.043	1.058	1.058	1.046		0.964	1.007			
	Q311-Q212	1.060	1.040	1.060	1.060	1.048		1.000	1.016			
	Q312-Q213	1.061	1.037	1.061	1.061	1.049		1.037	1.024			
10 Projected Loss and ALAE ratio - using on-level premiums [(4x5x9)/8] * If no PIP EP, BI incl PIP losses	Q310-Q211	75.4%	65.9%	69.3%	0.0%	35.1%	70.4%	52.6%	52.1%	52.3%	67.9%	
	Q311-Q212	57.7%	58.3%	63.0%	0.0%	70.3%	58.4%	73.9%	44.2%	55.5%	58.0%	
	Q312-Q213	72.0%	65.2%	51.2%	26.5%	35.4%	67.3%	43.1%	83.9%	68.1%	67.4%	
11 Pure Need (LR + ULAE + FE) -1 (1-VE-PP)	Q310-Q211	23.8%	12.1%	16.3%	-69.5%	-26.0%	17.6%	-4.4%	-5.0%	-4.8%	14.5%	
	Q311-Q212	1.9%	2.7%	8.5%	-69.5%	17.5%	2.8%	22.0%	-14.8%	-0.8%	2.3%	
	Q312-Q213	19.6%	11.2%	-6.1%	-36.7%	-25.7%	13.8%	-16.1%	34.3%	14.8%	13.9%	
12 Claims Received	Q310-Q211	205	466	48	0	4	723	77	87	164	887	
	Q311-Q212	132	312	47	0	5	496	75	63	138	634	
	Q312-Q213	159	331	36	1	4	531	42	84	126	657	
13a Full Credibility		1,082	1,082	1,082	1,082	1,082		1,082	1,082			
13b Credibility - using Square root rule and full credibility above	Q310-Q211	0.435	0.656	0.211	0.000	0.061		0.267	0.284			
	Q311-Q212	0.349	0.537	0.208	0.000	0.068		0.263	0.241			
	Q312-Q213	0.383	0.553	0.182	0.030	0.061		0.197	0.279			
14a Permissible Loss and ALAE Ratio	Q310-Q211	0.677	1.000	0.348	0.030	0.110		0.423	0.465			
	Q311-Q212	0.519	0.771	0.277	0.030	0.091		0.329	0.369			
	Q312-Q213	0.519	0.771	0.277	0.030	0.091		0.329	0.369			
14b Trended Permissible (for Complement of Credibility)		56.1%	56.1%	56.1%	56.1%	56.1%		56.1%	56.1%			
15 Indicated rate level change Adj for credibility	Q310-Q211	11.0%	8.2%	4.3%	1.1%	-0.8%	9.2%	-1.1%	-1.6%	-1.4%	7.8%	
	Q311-Q212	1.4%	1.8%	2.6%	1.1%	2.0%	1.6%	5.8%	-3.7%	0.0%	1.4%	
	Q312-Q213	8.2%	6.5%	-0.2%	0.0%	-0.7%	6.8%	-3.1%	9.4%	4.5%	6.5%	
16 Current RAY, Loss/LAE, ULAE, and Expense Ratios	Q310-Q211	11.0%	8.9%	3.2%	-0.6%	-0.5%	9.5%	0.1%	1.8%	1.1%	8.3%	
	Q311-Q212	6.2%	5.5%	1.2%	-0.4%	0.4%	5.5%	0.9%	3.4%	2.4%	5.0%	
	Q312-Q213	6.2%	5.5%	1.2%	-0.4%	0.4%	5.5%	0.9%	3.4%	2.4%	5.0%	
										Current RAY Combined Ratio	101.0%	
										- Loss/ALAE Ratio	61.3%	
										- ULAE Ratio	11.4%	
										- Expense Ratio	28.3%	
										Fixed Expense Ratio	13.3%	
										Variable Expense Ratio	15.0%	
										Profit Provision	4.2%	
										Target Combined Ratio	95.8%	