



challenging the  
**boundaries**



2003 ANNUAL REPORT

**MWCIA**   
Quality Provider of Information & Services

# our mission

AS THE PREFERRED PROVIDER OF QUALITY MINNESOTA WORKERS' COMPENSATION INFORMATION, WE ARE COMMITTED TO DEVELOPING PRODUCTS, SERVICES AND MARKETS THAT MEET OUR CUSTOMERS' EVOLVING NEEDS, AND TO PROVIDING A WORK ENVIRONMENT RICH IN OPPORTUNITIES FOR PERSONAL AND PROFESSIONAL GROWTH.

WE ARE THE MINNESOTA WORKERS' COMPENSATION INSURERS ASSOCIATION, A QUALITY PROVIDER OF INFORMATION AND SERVICES.





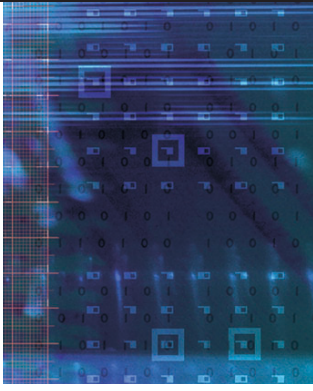
## PRESIDENT'S MESSAGE

Six years ago, when I moved from the Board to President of the MWCIA, I became ever more aware of the talents of our staff. I knew they were experienced, but what I discovered was a wealth of skills and knowledge attained from serving our members and the workers' compensation marketplace on a daily basis for many years. What's more, those talents are bolstered by a solid understanding of future opportunities and a strong desire to make those opportunities a reality.

Ask any of our staff what the future holds for MWCIA and you'll get an assessment that is timely and perceptive. It is upon these assessments that we have strived over these past six years to clearly define what we believed our members wanted and needed us to become.



balancing ideas with  
**information**



## harvesting opportunities

- Web-site Enhancements – We have upgraded our capacity to provide information to our members 24 hours a day through increased use of web-based technology.
- WCIO – Minnesota actively participates in the development and implementation of data reporting standards. This past year, the WCIO has been working with the IAIABC in using the WCIO’s Part/Nature/Cause tables as a basis for some of its data reporting needs.
- ACCCT – Minnesota was an early leader in the development of a “data super highway” (CDX) for the secure, electronic transmission of data between member insurers and Data Collection Organizations.
- Spectrum™ Partners – Minnesota is one of the original developers of and was the first to implement Spectrum™, a state-of-the-art data management system. The New York Compensation Insurance Rating Board became the most recent organization to adopt that system this July.

The following pages of this report will provide you with additional information concerning these and other important developments within Minnesota and on the national level. As proud of these accomplishments as we are, we have a world of opportunities yet to be harvested.

Central to all of these is our ability to communicate in the most effective and efficient manner to our members and customers. We are constantly seeking better ways to provide information and services and to do so in ways that are not only user friendly, but that give our audiences unprecedented access to all of MWCIA’s many offerings.

This Annual Report marks the beginning of our building a comprehensive, multi-faceted communications tool from the ground up, one that parallels technologies existing in many corporations, but something that is unique to the workers’ compensation industry.

We no longer print our annual report in the traditional manner. We now “publish” our annual report via our website. For those that would like to print our annual report, we provide a downloadable version.

Over the next few years, we will provide additional ways to access meaningful information. More workers’ compensation information than ever before will be available at the click of a mouse. And what is not included in the report itself will be readily at hand through links to other areas of our website and those of our various strategic partners and governing agencies.

You can probably sense the enthusiasm over the strides we will be making in the next few years. We are now at a place where MWCIA’s information and technology capabilities meet, where we are capable of meeting your needs in a number of workers’ compensation product aspects.

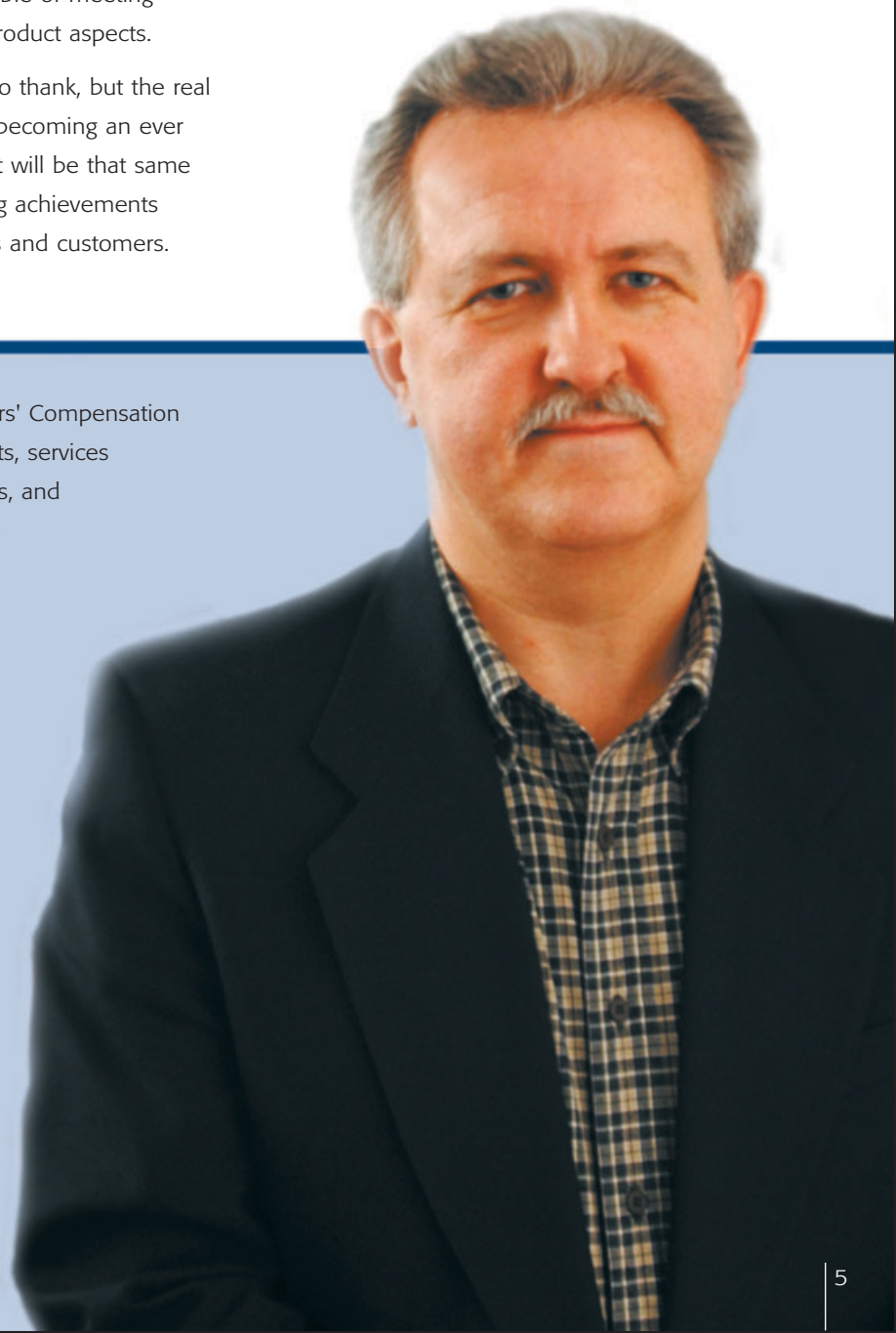
Yes, we have a multitude of technological advances to thank, but the real thanks belong to our staff whose vision inspired our becoming an ever better organization. In the future, it is my belief that it will be that same vision that will produce a number of new and exciting achievements that provide real value to you – our member insurers and customers. In that spirit, we look again to our mission statement.

As the preferred provider of quality Minnesota Workers’ Compensation information, we are committed to developing products, services and markets that meet our customers’ evolving needs, and to providing a work environment rich in opportunities for personal and professional growth.

We are the Minnesota Workers’ Compensation Insurers Association, a quality provider of information and services.



Bruce Tollefson, President





## BREAKING AWAY

In many ways, 2003 was a turning point for MWCIA in how we were able to best serve our audiences. On virtually every front, we were able to become a better association, a better data services organization and a better partner with other organizations in the collection, assembly and dissemination of information critical to the success of our industry and our members.

Following are several areas in which we were able to surpass our goals:



reaching  
new horizons



WWW.MWCIA.ORG

One of the most important, if not the most important, of our duties is communication with our audiences. Central to that role is the effectiveness of our web page and its usefulness to our audiences.

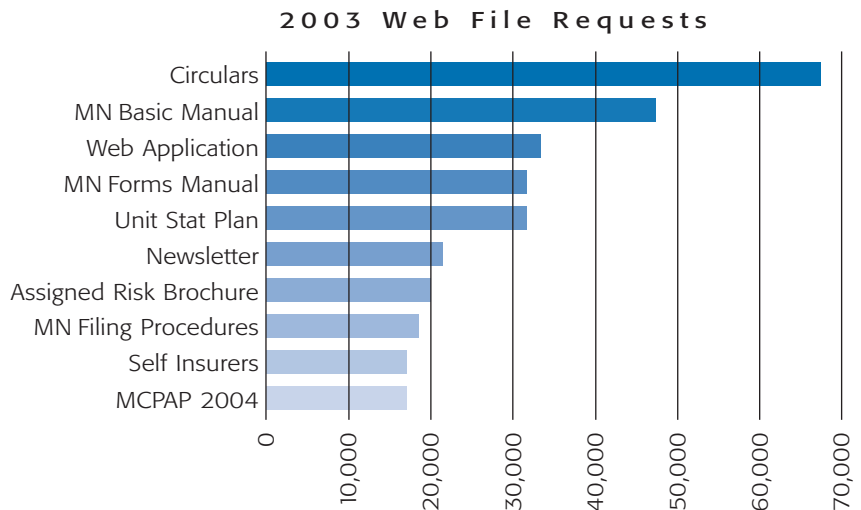
For calendar year 2003, we experienced over 199,777 user sessions of which 37,211 were unique - an increase of over 22% percent since last year at this time. Several improvements contributed to this increase including the introduction of an Experience Mod Calculator and a Rate Filing Tool. The latter of these was developed by our Actuarial staff in cooperation with the Minnesota Department of Commerce and allows users to complete rate filings electronically and email the results to the DOC.



Other website improvements allow users unprecedented access to everything from details about our Ratemaking Report to Circular Letters to Manuals – virtually every product and many of the services we provide.

We are expanding the capabilities of our website by moving toward a totally web-based annual report that will enable users to drill down to detailed information across the span of years that MWCIA has been in operation. Soon, our annual reports will contain the most comprehensive array of resources and information in our industry – all of it available at the click of a mouse.

The following graph indicates the frequency of our web activity in 2003 by respective product/service inquiry:



## RATE MAKING REPORT

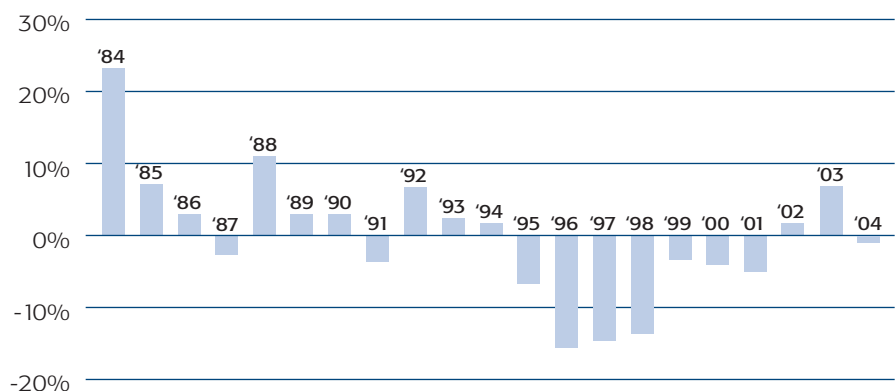
Through a combination of smart work, improved systems and historical know-how, we were able to release this year's Ratemaking Report on August 20, our earliest release date ever. What's more, our report is now 100 percent accessible over the web, providing the ultimate in convenience and depth of information to all users.

As you can see by the chart below, the pure premium base rate level decreased by 0.3 percent this year – the first decrease in the past three years. By specific industry, this breaks down as follows:

Manufacturing:	4.4%
Contracting:	-3.0%
Office & Clerical:	-4.0%
Goods & Services:	-1.7%
Miscellaneous:	2.9%
OVERALL:	-0.3%

Again, as indicated by the chart below, the pure premium level has decreased in each of the seven years spanning 1995 to 2001, dropping almost 50 percent, rising approximately 7 percent in 2002 and 2003, then dropping again this year. Overall, the rate level is 8.8 percent lower than its corresponding level prior to competitive rating (1983).

**Minnesota Workers Compensation  
Pure Premium Base Rate Changes 1986-2004**







## unprecedented access

### COMMUNICATION

While the Rate-making Report remains one of our most visible products, we are proud of the fact that our members know us also for our communications capabilities and informational products.

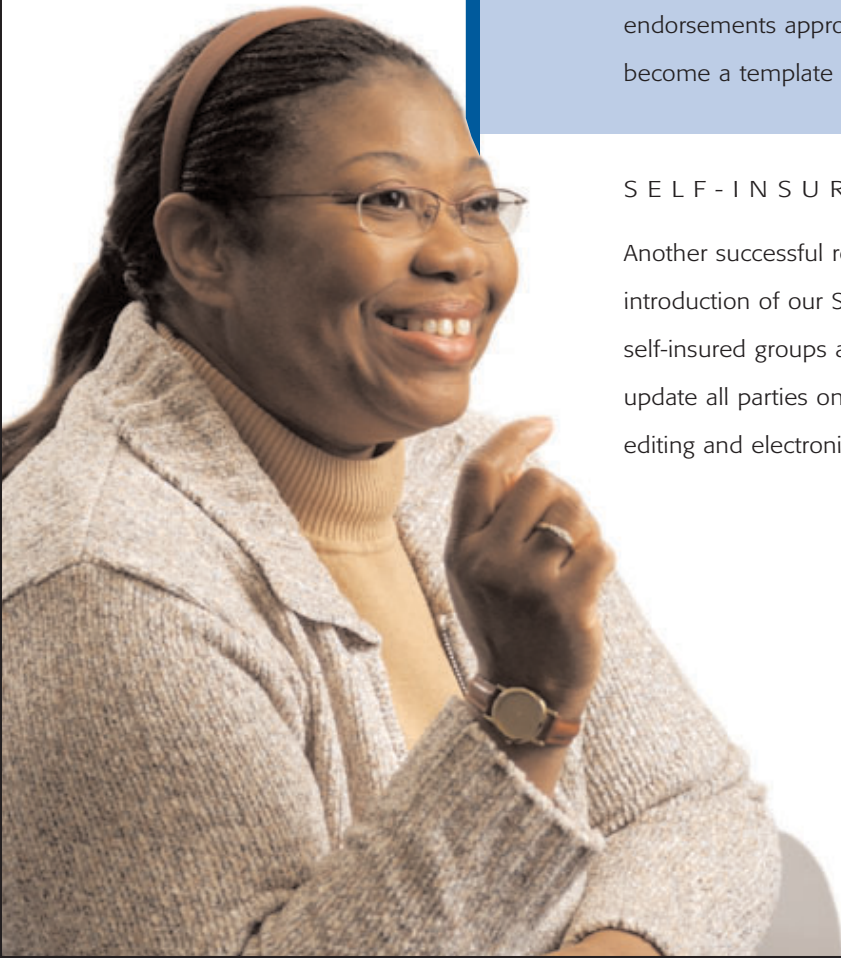
This year, we realigned all our departments (except for Information Technology) under the umbrella of Operational Services to better reflect and facilitate our transition from a task-oriented to a results-oriented organization. This has enabled us to take advantage of a number of automation changes that we have introduced while positioning us to incorporate future automation.

### FORMS MANUAL

This year saw the publication of the Minnesota Forms Manual. The product of a task force comprised of stakeholders from insurance companies, government and MWCA, the Manual is the first compendium of standard policy forms and endorsements approved for use in the State. As such, we anticipate it will become a template for anyone writing workers' compensation in Minnesota.

### SELF-INSURERS NEWSLETTER

Another successful result of our seeking input from various audiences was the introduction of our Self-Insurers Newsletter. With input from private self-insurers, self-insured groups and TPAs, we were able to produce this quarterly piece to update all parties on data filing obligations as well as introduce tools to aid entry, editing and electronic filing of data with MWCA.





## ONGOING COMMUNICATION

Each year for the past several, we have made improvements in our ongoing communication with members. We have heard from many of you that our Circular Letters, Manuals, Newsletters and Brochures keep getting better, but to maintain this trend, we need your continued feedback. Please call us or email us with your comments, ideas for needed products or ways of doing things that will improve your productivity and help keep us a relevant part of your industry.

## REACHING OUT

We continually seek opportunities to reach out to our members, customers and the business community at large to provide educational and informational presentations on virtually any aspect of workers' compensation. Among the more popular of these is a monthly forum in which our Member and Customer Service staff participates to share ideas, offer solutions to challenges and generally seek to improve the knowledge level of all parties involved. Finally, we remain an active participant in industry trade shows and other events at which our presence can enhance our accessibility to our audiences while allowing us to learn more about the specific needs and desires of our members.

## WEB ACCESS

Today, all of our products can easily be accessed through [www.mwcia.org](http://www.mwcia.org). Within the wide range of information available are several of our brochures, proven helpful in explaining processes and answering FAQs. These include "Understanding Experience Rating," "How To Complete Minnesota's Workers Compensation Assigned Risk Plan Application," and "Minnesota Contractors Premium Adjustment Program." Of course, these are available in print version and we are always available to answer any questions you may have over the phone or in person.





# great strides

with information technology

## PRODUCTS

### ACCEDE™

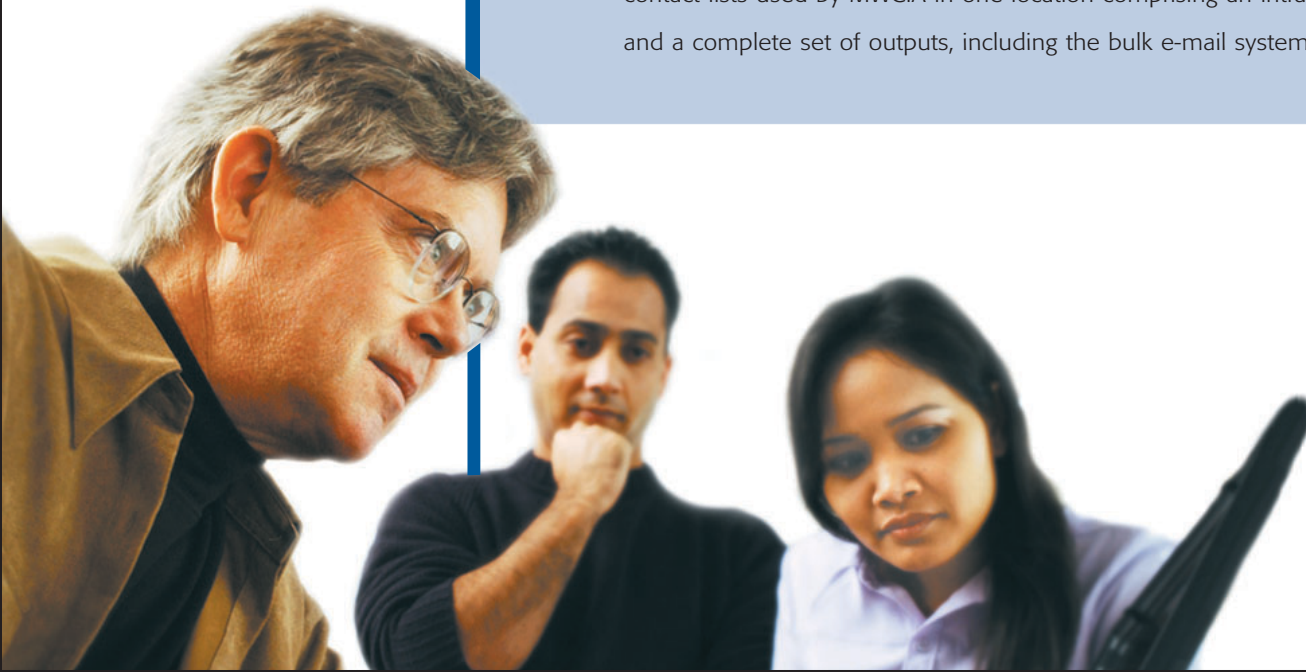
This year has seen a number of improvements to our existing products which have resulted in increased use across the board. ACCEDE™ (Automated Carrier Call Entry and Data Edit) is now the preferred financial data reporting tool of over 95 percent of the industry's carriers. What's more, our advances have reduced processing time by fully one third.

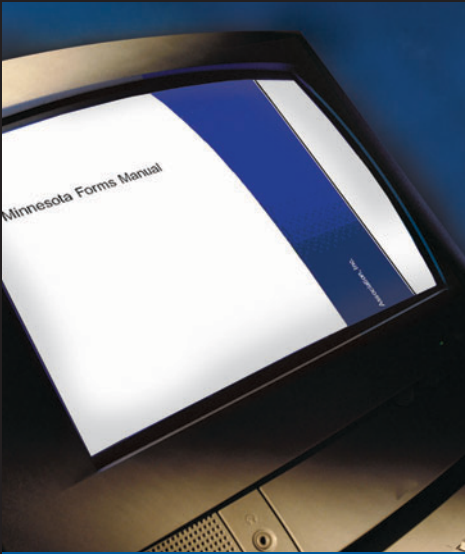
### WEB ACCOUNT MANAGEMENT

In order to best manage our web user accounts, IT staff has designed an intranet system that not only tracks account information, but measures usage of fee-based reports and alerts users to various account related events by bulk e-mail.

### MAP PROJECT

These services, the intranet system and the bulk e-mail, are part of an overall customer management project now being tested to facilitate the identification of and communication with our members, associates and partners. When fully operational, MAP (Members, Associates, and Partners) will assemble all of the contact lists used by MWCIA in one location comprising an intranet interface and a complete set of outputs, including the bulk e-mail system.





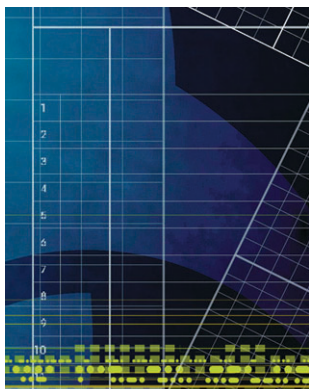
## MINNESOTA FORMS MANUAL

Establishing a task force with stakeholders representing insurance companies, government and the MWCIA proved to be a valuable tool this past year as we worked on compiling the Minnesota Forms Manual. This forum allowed us to obtain information and insight directly from our members, greatly improving the quality and relevance of the information provided in the finished manual.

## OTHER MWCIA PRODUCTS AND SERVICES

Over the years, we have developed – and continue to develop – products and services that really are the workhorses of what we do for our members. These include:

- Manuals (from the basic manual to experience rating)
- Brochures (how-to's on everything from completing the application for the Assigned Risk plan to how mods affect your premium dollars)
- Member/Customer Database
- SI-MWCIA: (Self-Insured MWCIA) software to facilitate electronic reporting of self-insured data
- E-forms for online completion and submission
- Test Audit Program
- MCPAP
- Task Force Development
- Test Audit Task Force
- Employee Leasing Task Force
- Self-Insured Ad Hoc Reporting Group
- Experience Ratings for Eligible Employees
- Merit Factors for Assigned Risk Employers





# upgrade response to user needs

## OUR TECHNOLOGY

Perhaps nowhere in our organization have we made greater strides than in Information Technology. In addition to overall improvements in our website and our processing techniques, the following IT achievements warrant special mention:

### I M A G I N G

Completing a multi-year effort, we have now moved from a legacy imaging product to a web-based system called Indicium. This system has an advanced interface and capabilities and is continually being upgraded in response to users' needs.

### F T P I N S T A L L A T I O N S

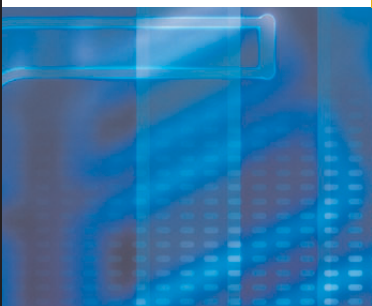
Over the past year, we have installed two FTP servers, one for the Minnesota Department of Labor and Industry and the other for the CDX project (see section on Collaborations). Both of these represent significant steps forward in data transmission capabilities.

### S E C U R E W I R E L E S S / S E C U R I T Y A U D I T

We have now completed the installation of our wireless network system allowing laptop computers to stay connected to the MWCIA network as they are moved throughout our offices. A comprehensive Security Audit confirmed that our system is among the most secure (not just in our industry, but among all industries) with an 'A' rating and very low penetration vulnerability. We continue to monitor its security with random tests and other challenges to the system.

### R A D A R

Information Technology department was involved in a variety of Actuarial projects this past year, including RADAR (Resource for Actuarial Data Analysis and Research). Designed to mine knowledge from our huge data bases, RADAR holds the promise of presenting financial calls data in a more intuitive manner than was ever available to us, thus allowing more precise analysis and reporting while significantly de-mystifying exception handling. With some projects of the series still in the development stages, RADAR has already proven effective in assisting the considerable activities of our Actuarial Department.



# collaborative breakthroughs

## COLLABORATIONS

MWCIA fulfills many roles to many needs. We are able to achieve this not only through our own products and services, but because we have joined hands with a number of other associations and organizations in our industry. Indeed, it is in this spirit of collaboration that we have realized some of our greatest breakthroughs and have played a role in the advancement of our industry overall.

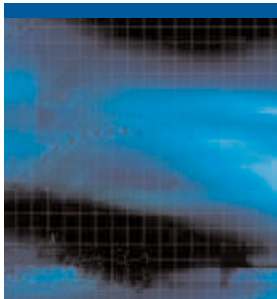
### A C C C T

The American Cooperative Council on Compensation Technology (ACCCT) is comprised of the state workers' compensation data collection organizations in California, Massachusetts, Michigan, Minnesota, New York, North Carolina, Pennsylvania/Delaware, Wisconsin and the Insurance Services Office. Any data collection organization (DCO) can benefit from ACCCT research and products provided they share in the cost of that research and product development.

ACCCTS products include:

- ASIDE™ (ACCCT Self-Insured Data Entry) facilitates the collection of data from the self insured market.
- BEEP™ (Bureau Entry and Edit Package) allows carriers and reporting organizations to transmit unit statistical information between any state insurance advisory and/or rating organization that is a BEEP™ member. This year, BEEP™ began beta testing of a web-enabled capability to allow the electronic storage and transmission of unit statistical data.

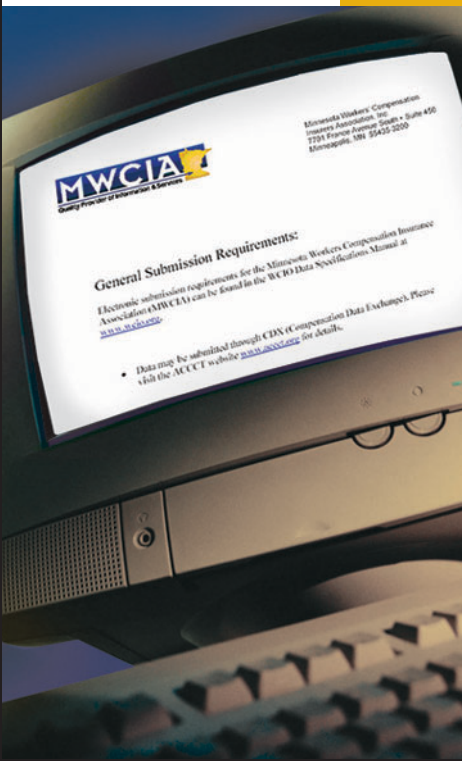




- PEEP™ (Policy Entry and Edit Package) allows policy reporting organizations to electronically enter, edit and transmit policy information to a DCO. In development since 2002, PEEP™ became fully operational this year.
- EDI, a single source electronic delivery vehicle for information flowing between carriers and data collection organizations, likewise became fully operational in 2003.
- CDX (Compensation Data Exchange), a new product this year, is a data super highway designed to accelerate the secure, electronic transmission of data between member insurers and Data Collections Organizations.
- SPECTRUM™ Partners, LLC

The SPECTRUM™ suite of products has become so successful that it is now owned and managed by SPECTRUM™ Partners, LLC, comprised of ACCCT's founding partners as well as the state associations of Massachusetts and New York. (This year, New York became the fifth DCO to use SPECTRUM™.)

In 2002, the partnership introduced SPECTRUM™ Version 14 and its most recent breakthrough product, ABACUS™ (Algorithm to Build, Aggregate and Compile Unit Statistical data). Today, ABACUS™ is fully functional and at work compiling collected payroll and claim data into a variety of summarized tables and reports for use in the ratemaking process of ACCCT members.





# bridging

abilities

## ADDITIONAL RELATIONSHIPS

MWCIA is an active participant in such national organizations as:

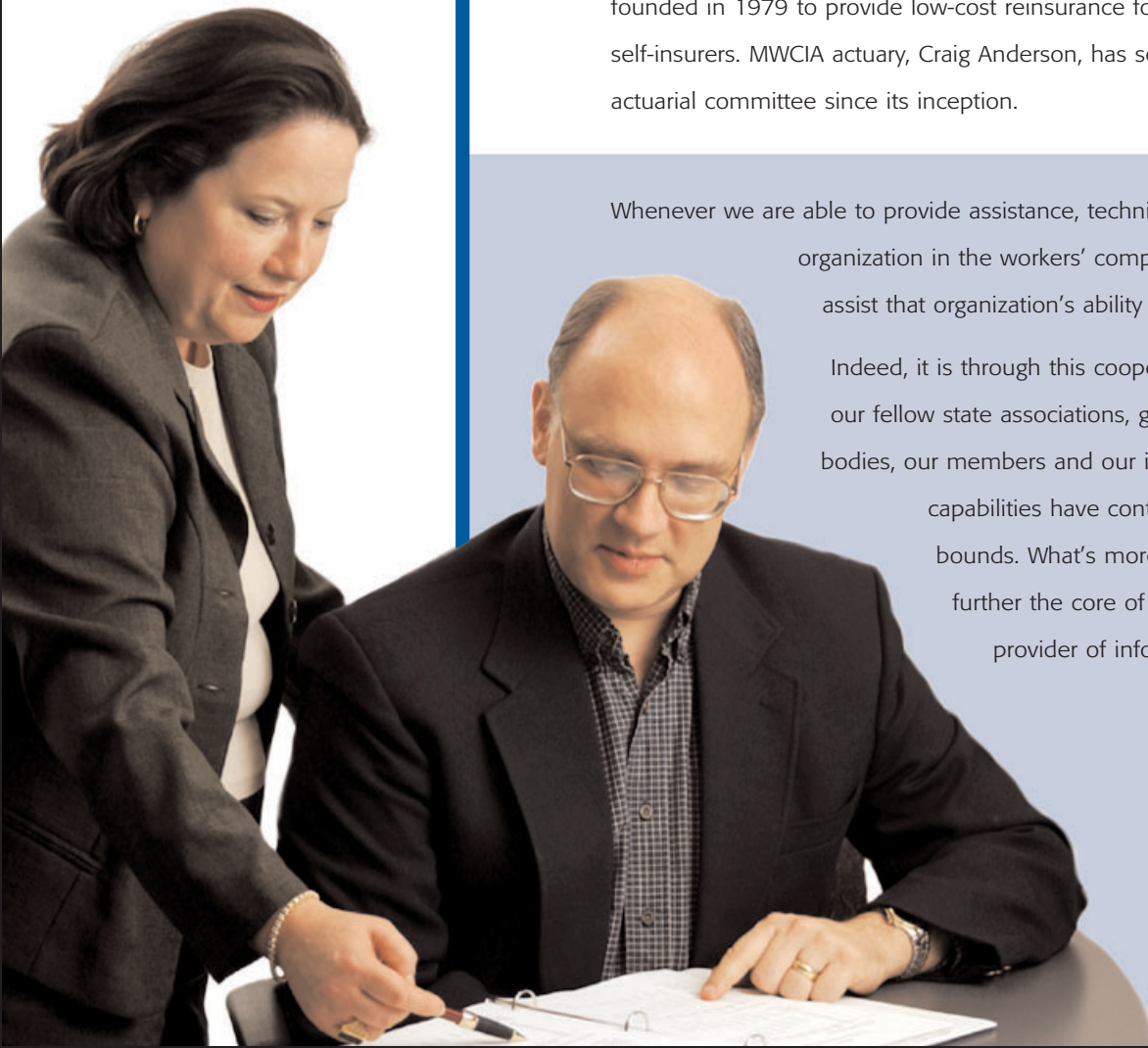
WCIO (Workers' Compensation Insurers' Organization) chartered in 1995 to develop uniformity of standards with respect to forms, electronic transmission, filings and other tools and systems necessary to the industry;

IAIABC (International Association of Industrial Accident Boards and Commissions); and the IDMA (Insurance Data Management Association).

Our extended relationships and audiences also include the Minnesota Department of Commerce, the Minnesota Department of Labor and Industry as well as the Minnesota Workers' Compensation Reinsurance Association (WCRA) – founded in 1979 to provide low-cost reinsurance for Minnesota insurers and self-insurers. MWCIA actuary, Craig Anderson, has served on the WCRA's actuarial committee since its inception.

Whenever we are able to provide assistance, technical or otherwise, to any organization in the workers' compensation arena, we strive to assist that organization's ability to better serve its audiences.

Indeed, it is through this cooperation and overlap among our fellow state associations, government and regulatory bodies, our members and our internal departments that our capabilities have continued to evolve in leaps and bounds. What's more, in the process, we truly further the core of our mission to be the quality provider of information and services.







## OUR BOARD

Our 2003 Annual Meeting was called to order  
at 1:30 p.m. , Tuesday, April 22, 2003,  
at the MWCIA offices,  
7701 France Avenue South,  
Suite 450, Edina, Minnesota.



tapping the  
**brain trust**



# wealth

of knowledge

The following members were elected to fill the traditional four-year director terms of those terms that had expired:

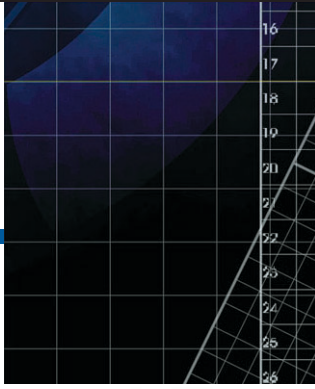
Ms. Joy Carr of Liberty Mutual Insurance Company

During 2003, we held four board meetings during which we focused our discussions on the 2003 Ratemaking Report, web-based delivery of MWCIA products and services, industry-wide collaborative efforts, MWCIA manuals and communications.

As of December 31, 2003, the members of our Board were:

Director:	Representing:
Mr. Keith Krueger	American Compensation Insurance Companies
Mr. Howard Hammel	Federated Insurance Companies
Mr. Brandon Miller	Hays Companies *
Ms. Joy Carr	Liberty Mutual Insurance Company
Mr. John Hill	Lumbermen's Underwriting Alliance
Mr. Gary Thaden	MN Mechanical Contractors Association *
Mr. Bruce Kaufenberg	St. Paul Companies
Ms. Fran Kaitala	State Fund Mutual Insurance Company
Mr. Eugene Miller	Western National Mutual Insurance Company
Mr. Will Ribbens	Zurich N.A. Insurance Company

\* Public members of the Board, appointed.



finding your best  
**solution**



## 2003 STATISTICS

### POLICY REVIEW/POLICY ENTRY

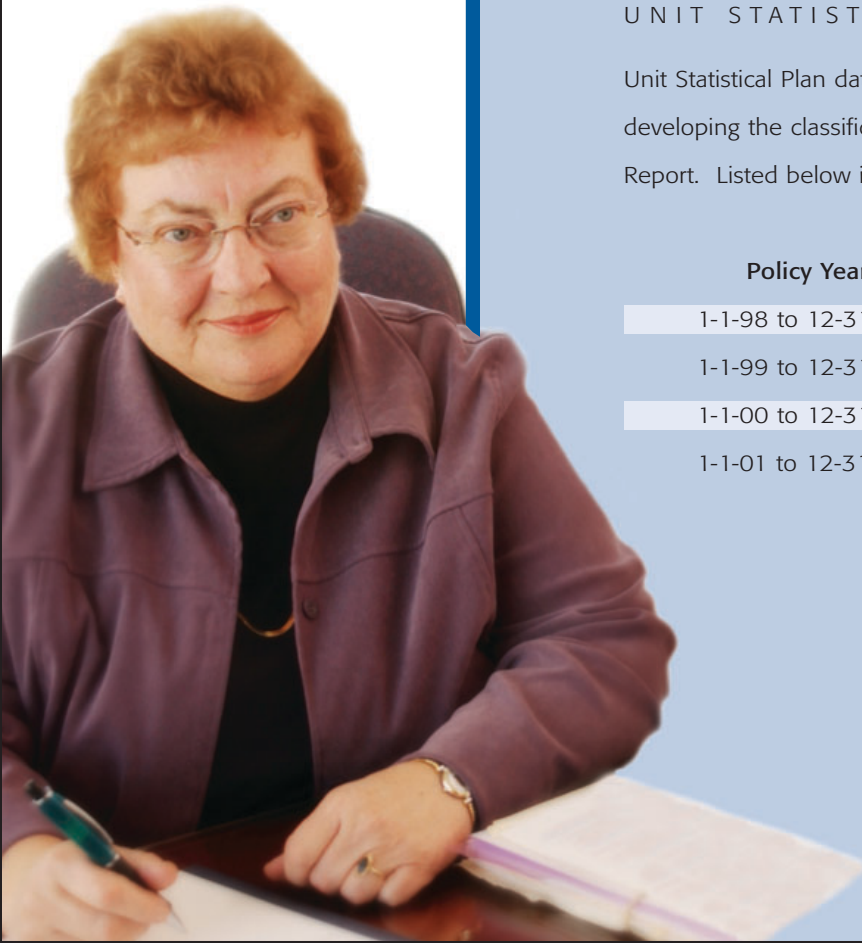
An important activity of the Association is the capture of policy coverage information and the management of the Insurance Coverage Verification System (ICVS). The ICVS function provides the Department of Labor and Industry with computer-generated online information on workers' compensation insurance coverage and eliminates the carriers' obligations to file notifications of coverage and cancellation with the Department.

	Assigned Risk	Voluntary Market	Totals
Policies (paper)	1,265	26,005	27,270
Policies (electronic)	41,801	53,000	94,801
Endorsements (paper)	8,613	168,671	177,284
Endorsements (electronic)	305,412	335,801	641,213
Cancellations (paper)	1,467	15,222	16,689
Cancellations (electronic)	41,223	25,143	66,366
Subtotals	399,781	623,842	1,023,623

### UNIT STATISTICAL PLAN

Unit Statistical Plan data is collected, processed, and tabulated for use in developing the classification data with the Association's Annual Ratemaking Report. Listed below is a four-year summary of this activity.

Policy Year	Year Tabulated & Summarized	Number of Reports
1-1-98 to 12-31-98	2000	115,621
1-1-99 to 12-31-99	2001	116,317
1-1-00 to 12-31-00	2002	121,840
1-1-01 to 12-31-01	2003	124,070





## EXPERIENCE RATING

During 2003, we continued our activities in connection with the experience rating of employers. 37,571 Minnesota intrastate experience ratings were published, including revision. The 2003 breakdown of current Minnesota intrastate ratings by modification factor is as follows:

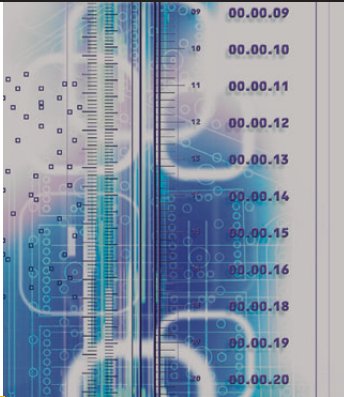
Total Ratings between 0.01 & 0.49	4
Total Ratings between 0.50 & 0.59	16
Total Ratings between 0.60 & 0.69	106
Total Ratings between 0.70 & 0.79	1,607
Total Ratings between 0.80 & 0.89	9,342
Total Ratings between 0.90 & 0.99	12,372
Total Ratings between 1.00 & 1.09	2,456
Total Ratings between 1.10 & 1.19	2,078
Total Ratings between 1.20 & 1.29	2,043
Total Ratings between 1.30 & 1.39	1,304
Total Ratings between 1.40 & 1.49	701
Total Ratings between 1.50 & 1.59	439
Total Ratings between 1.60 & 1.69	249
Total Ratings between 1.70 & 1.79	146
Total Ratings between 1.80 & 1.89	92
Total Ratings between 1.90 & 1.99	42
Total Ratings greater than 1.99	103

## MERIT RATING

Minnesota statutes require that all Assigned Risks not eligible for experience rating must be subject to a Merit Rating Plan developed by the Department of Commerce. A total of 32,021 Assigned Risk files were published for Merit Rating in 2003. The 2003 Merit Ratings were distributed as indicated on the chart below.

Merit Rating Factor	Number of Assigned Risk Files
0.67	27,794
0.90	3,226
1.00	865
1.10	136

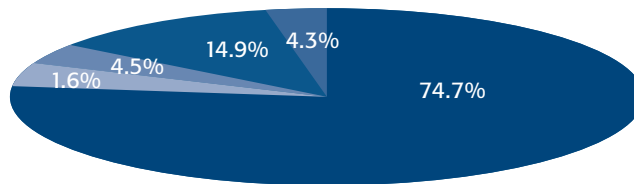




## REVENUE AND EXPENSES

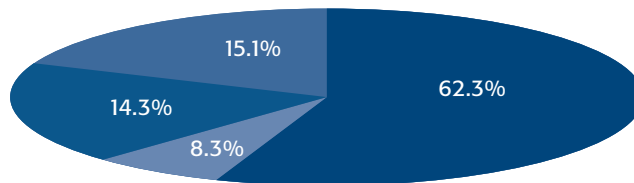
### Revenues

■ Assessments	4,447,765	74.7%
■ Contract Services	887,481	14.9%
■ USP Fines	254,750	4.3%
■ Paper Processing	268,549	4.5%
■ Other	95,363	1.6%
	5,953,908	100%



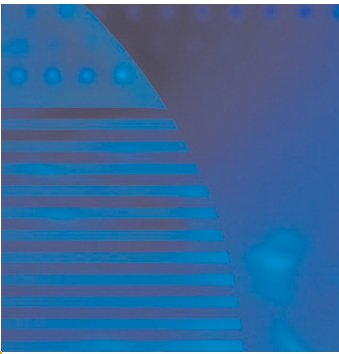
### Expenses

■ Compensation	3,369,063	62.3%
■ Management, General and Other	772,817	14.3%
■ Management Information Systems	815,774	15.1%
■ Rent & Utilities	449,356	8.3%
	5,407,010	100%



Above figures are unaudited.





## INSOLVENT FUND ACCOUNT

The Association continues to make regular payments to claimants of Security Casualty Company of Chicago. No assessments were levied in 2003.

## FINES

The Association has a fining procedure for delinquent, incorrect, or incomplete unit reports. This procedure generated \$254,750 in 2003. A summary on the status of the fine system is reported to the Commerce Department each month.

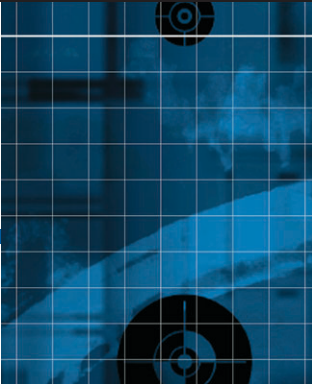
## COMMITMENTS AND CONTINGENCIES

Future lease commitments as of December 31, 2003 are noted on the chart below. MWCIA audited financial statements are available at the Association's offices.

2004	262,860
2005	228,676
2006	198,270
2007	165,225
2008	—
Thereafter	—
Total	855,031

Above figures are unaudited.





sharing the  
**vision**





the real desire  
to make an  
**opportunity**  
a reality

## MEMBER COMPANIES

ACCEPTANCE INSURANCE HOLDINGS GROUP  
Acceptance Casualty Insurance Company  
Acceptance Indemnity Company

ACCIDENT FUND COMPANY

ACE LIMITED

Ace American Insurance Company  
Ace Fire Underwriters Insurance Company  
Ace Indemnity Insurance Company  
Ace Property & Casualty Insurance Company  
Bankers Standard Fire & Marine Company  
Bankers Standard Insurance Company  
Century Indemnity Company  
Indemnity Insurance Company of North America  
Insurance Company of North America  
Pacific Employers Insurance Company  
Westchester Fire Insurance Company

ACUITY, A MUTUAL INSURANCE COMPANY

ADVANTAGE WORKERS COMPENSATION INSURANCE CO

AETNA INSURANCE COMPANY OF CONNECTICUT

AFFILIATED FM INSURANCE

ALASKA NATIONAL INSURANCE COMPANY

ALEA HOLDINGS US COMPANY  
Alea North America Insurance Company

ALL NATION INSURANCE COMPANY

ALLIANZ GLOBAL RISKS US INSURANCE COMPANY

ALLMERICA PROPERTY & CASUALTY COMPANIES, INC.  
Hanover Insurance Company  
Massachusetts Bay Insurance Company

ALLSTATE INSURANCE GROUP

Allstate Indemnity Company  
Allstate Insurance Company  
Allstate Property & Casualty Insurance Company

AMERCO

Republic Western Insurance Company

AMERICAN CENTENNIAL INSURANCE COMPANY

AMERICAN COMPENSATION INSURANCE COMPANY

AMERICAN CONTRACTORS INSURANCE GROUP  
ACIG Insurance Company

AMERICAN COUNTRY INSURANCE COMPANY

AMERICAN EMPIRE INSURANCE COMPANY

AMERICAN FAMILY MUTUAL INSURANCE GROUP

AMERICAN FUJI FIRE & MARINE INSURANCE COMPANY

AMERICAN INTERNATIONAL GROUP

AIU Insurance Company  
American Home Assurance Company  
American International Insurance Company  
Birmingham Fire Insurance Company of Pennsylvania  
Commerce & Industry Insurance Company  
Granite State Insurance Company  
Illinois National Insurance Company  
Insurance Company of the State of Pennsylvania  
Minnesota Insurance Company  
National Union Fire Insurance Co. of Pittsburgh, PA  
New Hampshire Insurance Company  
Nichido Fire & Marine Insurance Company Limited

AMERICAN RE CORPORATION GROUP

American Alternative Insurance Corporation  
American Reinsurance Company

AMERICAN RELIABLE INSURANCE COMPANY

AMERICAN ROAD INSURANCE COMPANY

AMERICAN SAFETY INSURANCE GROUP

American Safety Casualty Insurance Company

AMERICAS INSURANCE COMPANY

AMERISAFE, INCORPORATED

American Interstate Insurance Company

AMERISURE COMPANIES

Amerisure Mutual Insurance Company

AON CORPORATION

Atlanta International Insurance Company

APCAPITAL INCORPORATED

American Physicians Assurance Corporation  
AP Specialty Insurance Corporation  
Insurance Corporation of America

ARCH INSURANCE COMPANY

ARGONAUT INSURANCE GROUP

Argonaut Great Central Insurance Company  
Argonaut Insurance Company  
Argonaut-Midwest Insurance Company

ATLANTIC MUTUAL INSURANCE GROUP

Atlantic Mutual Insurance Company  
Centennial Insurance Company

ATLAS ASSURANCE COMPANY OF AMERICA

AUTO-OWNERS INSURANCE GROUP

Auto-Owners Insurance Company  
Owners Insurance Company

AXA CORPORATE SOLUTIONS INSURANCE COMPANY

AXA CORPORATE SOLUTIONS REINSURANCE COMPANY

BALDWIN AND LYONS INCORPORATED

Protective Insurance Company  
Sagamore Insurance Company

BANCINSURE INCORPORATED

BANKERS MULTIPLE LINES INSURANCE COMPANY

BENCHMARK INSURANCE COMPANY

BITUMINOUS CASUALTY CORPORATION

Bituminous Casualty Corporation  
Bituminous Fire & Marine Insurance Company

BROTHERHOOD MUTUAL INSURANCE COMPANY

BURLINGTON INSURANCE GROUP

First Financial Insurance Company

CATERPILLAR INSURANCE COMPANY

CENTURION INSURANCE COMPANY

CHUBB GROUP OF INSURANCE COMPANIES

Chubb Indemnity Insurance Company  
Chubb National Insurance Company  
Executive Risk Indemnity Incorporated  
Federal Insurance Company  
Great Northern Insurance Company  
Pacific Indemnity Company  
Vigilant Insurance Company

CHURCH MUTUAL INSURANCE COMPANY

CINCINNATI INSURANCE COMPANY

Cincinnati Casualty Company  
Cincinnati Indemnity Company  
Cincinnati Insurance Company

CLARENDON INSURANCE COMPANY

CNA INSURANCE GROUP

American Casualty Company of Reading, PA  
Boston Old Colony Insurance Company  
Commercial Insurance Company of Newark, NJ  
Continental Casualty Company  
Continental Insurance Company  
Fidelity & Casualty Company of New York  
Firemen's Insurance Company of Newark, NJ  
Glens Falls Insurance Company  
Kansas City Fire & Marine Insurance Company  
Mayflower Insurance Company, Limited  
National Ben Franklin Insurance Company of IL  
National Fire Insurance Company of Hartford  
Niagara Fire Insurance Company  
Transcontinental Insurance Company  
Transportation Insurance Company  
Valley Forge Insurance Company

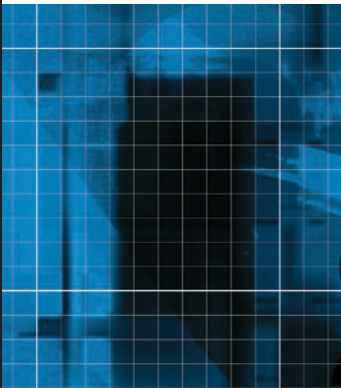
COREGIS INSURANCE COMPANY

CRUM & FORSTER INSURANCE GROUP

North River Insurance Company  
United States Fire Insurance Company

CUMIS INSURANCE SOCIETY INCORPORATED

DAIMLER CHRYSLER INSURANCE COMPANY



DAKOTA TRUCK UNDERWRITERS  
Dakota Truck Underwriters  
First Dakota Indemnity

EAGLE INSURANCE COMPANY  
Newark Insurance Company

ELECTRIC INSURANCE COMPANY

EMC INSURANCE COMPANIES  
EMCASCO Insurance Company  
Employers Mutual Casualty Company

EMPLOYERS RE GROUP  
Employers Reinsurance Corporation  
Westport Insurance Corporation

EVEREST REINSURANCE GROUP  
Everest National Insurance Company  
Everest Reinsurance Company

EXCESS REINSURANCE COMPANY

FARM BUREAU MUTUAL INSURANCE COMPANY

FARMERS ALLIANCE MUTUAL INSURANCE COMPANY

FARMERS INSURANCE GROUP  
Farmers Insurance Exchange  
Mid-Century Insurance Company  
Truck Insurance Exchange

FEDERATED MUTUAL GROUP  
Federated Mutual Insurance Company  
Federated Service Insurance Company

FEDERATED RURAL ELECTRIC INSURANCE EXCHANGE

FIREMAN'S FUND INSURANCE COMPANIES  
American Automobile Insurance Company  
American Insurance Company  
Associated Indemnity Corporation  
Fireman's Fund Insurance Company  
Fireman's Fund Insurance Company of Wisconsin  
National Surety Corporation  
San Francisco Reinsurance Company

FIRST NONPROFIT COMPANIES

FLORISTS MUTUAL GROUP

FPIC INSURANCE GROUP INCORPORATED  
First Professionals Insurance Company

FRANKENMUTH MUTUAL INSURANCE COMPANY

FREMONT GENERAL GROUP  
Fremont Indemnity Company

FRONTIER INSURANCE COMPANY

GE GLOBAL INSURANCE HOLDINGS CORPORATION  
GE Reinsurance Corporation

GENERAL REINSURANCE GROUP  
Fairfield Insurance Company  
General Reinsurance Corporation  
Genesis Insurance Company  
National Reinsurance Corporation  
North Star Reinsurance Corporation

GENERALI UNITED STATES BRANCH

GERLING GROUP  
Gerling America Insurance Company  
Gerling Global Reinsurance Corporation of America

GRAIN DEALERS MUTUAL INSURANCE COMPANY

GRANGE MUTUAL CASUALTY GROUP  
Grange Mutual Casualty Company  
Integrity Mutual Insurance Company  
Trustguard Insurance Company

GREAT AMERICAN INSURANCE GROUP  
Great American Alliance Insurance Company  
Great American Assurance Company  
Great American Insurance Company  
Great American Insurance Company of New York  
National Interstate Insurance Company  
Transport Insurance Company

GREAT MIDWEST INSURANCE COMPANY

GREATER NEW YORK MUTUAL INSURANCE COMPANY

GRINNELL MUTUAL GROUP  
Grinnell Mutual Reinsurance Company

GUIDEONE INSURANCE  
GuideOne Elite Insurance Company  
GuideOne Mutual Insurance Company

GULF INSURANCE GROUP  
Atlantic Insurance Company  
Gulf Insurance Company  
Select Insurance Company

HARCO NATIONAL INSURANCE COMPANY

HARLEYSVILLE MUTUAL INSURANCE COMPANY  
Harleysville Insurance Company  
Harleysville Lake States Insurance Company  
Harleysville Mutual Insurance Company

HARTFORD INSURANCE GROUP  
Hartford Accident & Indemnity Company  
Hartford Casualty Insurance Company  
Hartford Fire Insurance Company  
Hartford Insurance Company of The Midwest  
Hartford Underwriters Insurance Company  
New England Insurance Company  
Property & Casualty Insurance Company of Hartford  
Twin City Fire Insurance Company

HEALTH CARE INSURANCE RECIPROCAL

HIGHLANDS INSURANCE COMPANY

HOME INSURANCE COMPANY

HORACE MANN INSURANCE GROUP  
Horace Mann Insurance Company  
Teachers Insurance Company

ICW GROUP  
Insurance Company of The West

INDIANA LUMBERMENS MUTUAL INSURANCE COMPANY

INTEGON PROPERTY AND CASUALTY GROUP  
Integon National Insurance Company

IOWA MUTUAL INSURANCE COMPANY

KEMPER NATIONAL INSURANCE COMPANIES  
American Manufacturers Mutual Insurance Company  
American Motorists Insurance  
American Protection Insurance Company  
Kemper Casualty Insurance Company  
Lumbermens Mutual Casualty Company  
Specialty National Insurance Company

LANCER INSURANCE COMPANY

LAURIER INDEMNITY COMPANY

LEGION INSURANCE GROUP  
Legion Insurance Company  
Villanova Insurance Company

LIBERTY MUTUAL INSURANCE COMPANIES  
Consolidated Insurance Company  
Employers Insurance Company of Wausau  
First Liberty Insurance Corporation  
Hawkeye Security Insurance Company  
Indiana Insurance Company  
Liberty Insurance Corporation  
Liberty Insurance Underwriters Inc.  
Liberty Mutual Fire Insurance Company  
Liberty Mutual Insurance Company  
LM Insurance Corporation  
Netherlands Insurance Company  
Peerless Insurance Company  
Wausau Business Insurance Company  
Wausau Underwriters Insurance Company

LUMBER INSURANCE COMPANIES  
Lumber Mutual Insurance Company

LUMBERMENS' UNDERWRITING ALLIANCE

MADA INSURANCE EXCHANGE

MARKEL CORPORATION GROUP  
Markel Insurance Company

MCM CORPORATION GROUP  
Occidental Fire & Casualty Company of North Carolina

MEADOWBROOK INSURANCE GROUP  
Star Insurance Company

MEDMARC COMPANIES  
Medmarc Casualty Insurance Company

MERASTAR INSURANCE COMPANY



METROPOLITAN PROPERTY & CASUALTY INSURANCE COMPANY

MIC PROPERTY & CASUALTY INSURANCE CORPORATION

MICHIGAN MILLERS MUTUAL INSURANCE COMPANY

MID-CONTINENT CASUALTY COMPANY

MIDSTATES REINSURANCE CORPORATION

MIDWEST FAMILY MUTUAL INSURANCE COMPANY

MIDWESTERN INDEMNITY COMPANY

MILLERS GENERAL GROUP  
Millers First Insurance Company

MIITSUI SUMITOMO INSURANCE GROUP  
Mitsui Sumitomo Insurance USA  
Mitsui Sumitomo Insurance Company of America

MOTORISTS INSURANCE GROUP  
American Hardware Mutual Insurance Company  
American Merchants Casualty Company

MUTUAL SERVICE CASUALTY INSURANCE COMPANY

NATIONAL AMERICAN INSURANCE COMPANY

NATIONAL FARMERS UNION STANDARD INSURANCE GROUP  
National Farmers Union Property & Casualty  
National Farmers Union Standard Insurance Company

NATIONAL INDEMNITY GROUP  
National Indemnity Company  
National Liability & Fire Insurance Company

NATIONWIDE INSURANCE GROUP  
Allied Property & Casualty Insurance Company  
Amco Insurance Company  
Farmland Mutual Insurance Company  
National Casualty Company  
Nationwide Affinity Insurance Company of America  
Nationwide Agribusiness Insurance Company  
Nationwide Mutual Fire Insurance Company  
Nationwide Mutual Insurance Company  
Nationwide Property & Casualty Insurance Company

NAU GROUP  
NAU Country Insurance Company

NIPPONKOA INSURANCE COMPANY OF AMERICA

NONPROFITS INSURANCE ASSOCIATION

NORTHLAND GROUP INSURANCE COMPANY  
Mendakota Insurance Company  
Mendota Insurance Company  
Northland Insurance Company

NORTHWESTERN NATIONAL INSURANCE GROUP  
Compass Insurance Company

OHIO CASUALTY GROUP  
American Fire & Casualty Company  
Ohio Casualty Insurance Company  
Ohio Security Insurance Company  
West American Insurance Company

OLD REPUBLIC INTERNATIONAL GROUP  
Great West Casualty Company  
International Business & Mercantile Reinsurance Company  
Old Republic Insurance Company

OMAHA INDEMNITY COMPANY

ONE BEACON INSURANCE GROUP  
American Employers Insurance Company  
Camden Fire Insurance Association  
Employers Fire Insurance Company  
Homeland Central Insurance Company  
Houston General Insurance Company  
Northern Assurance Company of America  
One Beacon American Insurance Company  
One Beacon Insurance Company  
Pennsylvania General Insurance Company

OVERSEAS PARTNERS US REINSURANCE COMPANY

PARTNER RE U.S.  
Partner Reinsurance Company of New York

PENN MILLERS INSURANCE COMPANY

PENN NATIONAL INSURANCE GROUP  
Pennsylvania National Mutual Casualty Insurance Company

PENNSYLVANIA LUMBERMENS MUTUAL INSURANCE COMPANY

PETROLEUM CASUALTY COMPANY

PHARMACISTS MUTUAL COMPANIES  
Pharmacists Mutual Insurance Company

PHICO GROUP  
Pennsylvania Casualty Company  
Phico Insurance Company

PHILADELPHIA REINSURANCE CORPORATION

PLATTE RIVER INSURANCE CORPORATION

PMA INSURANCE GROUP  
Pennsylvania Manufacturers' Association Insurance  
PMA Capital Insurance Company

PREFERRED PROFESSIONAL INSURANCE COMPANY

PREMIER ALLIANCE INSURANCE COMPANY

PRO ASSURANCE GROUP  
Medical Assurance Company Incorporated  
Meemic Insurance Company

PROVIDENCE WASHINGTON INSURANCE COMPANY

PRUDENTIAL PROPERTY & CASUALTY INSURANCE GROUP  
Prudential General Insurance Company  
Prudential Property & Casualty Insurance Company

PUBLIC SERVICE MUTUAL INSURANCE COMPANY

PUTNAM REINSURANCE COMPANY

PXRE REINSURANCE COMPANY

QBE INSURANCE COMPANY

QBE REINSURANCE COMPANY

RAM MUTUAL INSURANCE COMPANY

RAMPART INSURANCE COMPANY

RELIANCE INSURANCE COMPANY

ROYAL & SUNALLIANCE  
American & Foreign Insurance Company  
Connecticut Indemnity Company  
Design Professional Insurance Company  
Fire & Casualty Insurance Company of Connecticut  
Globe Indemnity Company  
Grocers Insurance Company  
Phoenix Assurance Company of New York  
Royal & Sunalliance Personal Insurance Company  
Royal Indemnity Company  
Royal Insurance Company of America  
Safeguard Insurance Company  
Security Insurance Company of Hartford

SAFECO INSURANCE COMPANY OF AMERICA  
American Economy Insurance Company  
American States Insurance Company  
First National Insurance Company of America  
General Insurance Company of America  
SAFECO Insurance Company of America

SAFETY NATIONAL CASUALTY CORPORATION  
Safety First Insurance Company  
Safety National Casualty Corporation

SCOR U S GROUP  
General Security Insurance Company  
General Security National Insurance Company  
SCOR Reinsurance Company

SEATON INSURANCE COMPANY

SECURA INSURANCE COMPANIES  
SECURA Insurance, A Mutual Company  
SECURA Supreme Insurance Company

SECURIAN CASUALTY COMPANY

SELECTIVE INSURANCE GROUP  
Selective Insurance Company of America  
Selective Insurance Company of South Carolina  
Selective Insurance Company of the Southeast

SENECA INSURANCE COMPANY, INCORPORATED

SENTRY INSURANCE GROUP  
Middlesex Insurance Company  
Patriot General Insurance Company  
Sentry Insurance A Mutual Company  
Sentry Select Insurance Company

SIRIUS AMERICA INSURANCE COMPANY

SOMPO JAPAN INSURANCE COMPANY OF AMERICA

ST. PAUL COMPANIES, INCORPORATED  
Athena Assurance Company  
Discover Property & Casualty Insurance Company  
Economy Fire & Casualty Company  
Economy Preferred Insurance Company  
Fidelity & Guaranty Insurance Company  
Fidelity & Guaranty Insurance Underwriters, Inc. Company  
Northbrook Indemnity Company  
St. Paul Fire & Marine Insurance Company  
St. Paul Guardian Insurance Company  
St. Paul Medical Liability Insurance Company  
St. Paul Mercury Insurance Company  
St. Paul Protective Insurance Company  
United States Fidelity & Guaranty Company

STATE AUTOMOBILE MUTUAL INSURANCE GROUP  
Meridian Citizens Mutual Insurance Company  
Meridian Citizens Security Insurance Company  
Meridian Security Insurance Company  
Milbank Insurance Company  
State Auto Property & Casualty Insurance Company  
State Automobile Mutual Insurance Company

STATE FARM FIRE & CASUALTY GROUP  
State Farm Fire & Casualty Company  
State Farm General Insurance Company

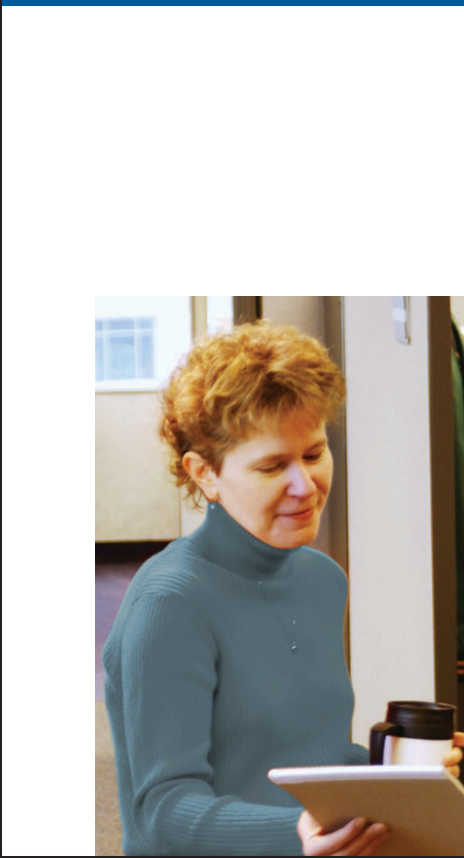
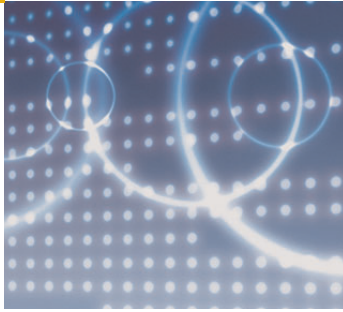
STATE FUND MUTUAL INSURANCE COMPANY  
Mount Rushmore Insurance Company  
State Fund Mutual Insurance Company

STATEWIDE INSURANCE COMPANY

STONINGTON INSURANCE COMPANY

SWISS REINSURANCE GROUP  
North American Elite Insurance Company  
North American Specialty Insurance Company  
Swiss Reinsurance America Corporation

T.H.E. INSURANCE COMPANY



**TOKIO MARINE & FIRE GROUP**  
Tokio Marine & Fire Insurance Company  
Trans Pacific Insurance Company

**TRANSAMERICA INSURANCE GROUP**  
Fairmont Insurance Company  
Odyssey America Reinsurance Corporation  
Ranger Insurance Company  
T I G Insurance Company  
T I G Insurance Company of Michigan  
T I G Premier Insurance Company

**TRANSATLANTIC REINSURANCE COMPANY**

**TRANSGUARD INSURANCE COMPANY OF AMERICA**

**TRAVELERS INSURANCE GROUP**  
Automobile Insurance Company of Hartford  
Charter Oak Fire Insurance Company  
Farmington Casualty Company  
Phoenix Insurance Company  
Standard Fire Insurance Company  
Travelers Casualty & Surety Company  
Travelers Casualty & Surety Company of America  
Travelers Casualty & Surety Company of Illinois  
Travelers Casualty Company of Connecticut  
Travelers Commercial Insurance Company  
Travelers Indemnity Company  
Travelers Indemnity Company of America  
Travelers Indemnity Company of Connecticut  
Travelers Indemnity Company of Illinois  
Travelers Insurance Company

**TRENWICK AMERICA GROUP INCORPORATED**  
Chartwell Insurance Company  
Insurance Corporation of New York  
Trenwick America Reinsurance Corporation

**ULICO CASUALTY COMPANY**

**UNITED FIRE & CASUALTY GROUP**  
Addison Insurance Company  
United Fire & Casualty Company

**UNITED NATIONAL GROUP**  
Diamond State Insurance Company  
United National Specialty Insurance Company

**UNITED WISCONSIN INSURANCE COMPANY**

**UNITRIN PROPERTY & CASUALTY INSURANCE GROUP**  
Milwaukee Casualty Insurance Company

**UTICA MUTUAL INSURANCE COMPANY**

**VANLINER INSURANCE COMPANY**

**VESTA INSURANCE COMPANIES**  
Shelby Insurance Company

**VIRGINIA SURETY COMPANY**

**W.R. BERKLEY CORPORATION GROUP**  
Berkeley Insurance Company  
Berkeley Regional Insurance Company  
Carolina Casualty Insurance Company  
Continental Western Insurance Company  
Midwest Employers Casualty Company  
Tri-State Insurance Company of Minnesota  
Union Insurance Company

**WEST BEND MUTUAL INSURANCE COMPANY**

**WESTERN NATIONAL MUTUAL INSURANCE GROUP**  
Western National Assurance Company  
Western National Mutual Insurance Company

**WESTFIELD COMPANIES**  
Ohio Farmers Insurance Company  
Westfield Insurance Company  
Westfield National Insurance Company

**WINTERTHUR SWISS GROUP**  
General Casualty Company of Illinois  
General Casualty Company of Wisconsin  
Regent Insurance Company  
Winterthur International American Insurance Co

**WSI INSURANCE COMPANY**

**XL AMERICA GROUP**  
Greenwich Insurance Company  
XL Reinsurance America Incorporated  
XL Specialty Insurance Company

**ZENITH NATIONAL INSURANCE GROUP**  
Zenith Insurance Company

**ZURICH NORTH AMERICA GROUP**  
American Guarantee & Liability Insurance Company  
American Zurich Insurance Company  
Assurance Company of America  
Centre Insurance Company  
Colonial American Casualty & Surety Company  
Converium Insurance of North America, Incorporated  
Empire Fire & Marine Insurance Company  
Fidelity & Deposit Company of Maryland  
Maryland Casualty Company  
Northern Insurance Company of New York  
Universal Underwriters Insurance Company  
Valiant Insurance Company  
Zurich American Insurance Company of Illinois  
Zurich American Insurance Company