

THE LATEST REPORTED STOCK INSURANCE COMPANY
EXPENSES FOR 1961

BY

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A previous paper¹ generated a number of comments and requests that expenses by company size of premium volume for each line of business be analyzed for lines of business such as fire, extended coverage, multiple peril, etc. Accordingly, calendar year 1961 expenses for almost every line of business have been reviewed and summarized for stock insurance companies as will be set forth later.

The description of premium range used and expense items (sections A through E) is identical to that of the previous paper² and will not be repeated here. A review of the individual figures in Exhibits 1 through 20 indicates a somewhat erratic pattern of expenses by premium volume for many of the lines of business, particularly the fire lines. This might be related to the effects of reinsurance, allocation methods, mix of different types of risks within the line of business, etc.

Auto Bodily Injury Total Expenses can be summarized by the formula

$$10^y P^{.00170} = 2.016$$

where y is the total expense ratio and P is the premium expressed in millions of dollars.

By "quasi-least squares", the formula³ for the comparable 1960 data is

$$10^y P^{.00114} = 2.053$$

Section E (Total Expense Ratios) of each exhibit described below indicates a difference between the total average expense ratio and the highest figure of any premium range bracket in the average column as follows:

SECTION E—TOTAL EXPENSE RATIOS

Exhibit 1—Fire	+ 2.5%
Exhibit 2—Extended Coverage	+ 3.5%
Exhibit 3—Other Fire	+ 3.9%
Exhibit 4—Homeowners Multiple Peril	+ 6.1%
Exhibit 5—Commercial Multiple Peril	+ 2.6%
Exhibit 6—Inland Marine	+ 2.4%

¹ Frank Harwayne, "Observations on the Latest Reported Stock Insurance Company Expenses for 1960", *PCAS XLVIII*, pp. 109-120.

² *ibid*, p. 109-110.

³ *ibid*, p. 111. It should be noted that due to clerical error the formula was printed as $10^y P^{.03252} = 2.1062$.

Exhibit 7—Group Accident and Health	+ 12.7%
Exhibit 8—Workmen's Compensation	+ 5.9%
Exhibit 9—Bodily Injury Liability Other Than Auto	+ 2.3%
Exhibit 10—Property Damage Liability Other Than Auto	+ 2.6%
Exhibit 11—Auto Bodily Injury Liability	+ 4.2%
Exhibit 12—Auto Property Damage Liability	+ 5.0%
Exhibit 13—Auto Physical Damage (collision)	+ 9.0%
Exhibit 14—Auto Physical Damage (fire, theft and comprehensive)	+ 8.6%
Exhibit 15—Fidelity	+ 5.4%
Exhibit 16—Surety	+ 4.7%
Exhibit 17—Glass	+ 3.2%
Exhibit 18—Burglary and Theft	+ 0.8%
Exhibit 19—Boiler and Machinery	+ 21.9%
Exhibit 20—All Lines of Business	+ 2.7%

With respect to ratemaking, the difference between stock company average expense and the highest figure for any premium range may be absorbed by minimum premiums in group accident and health insurance, expense constants in workmen's compensation insurance and inspection expense in boiler and machinery insurance. For the automobile lines, the stock company average is depressed on account of the inclusion of non-bureau companies; correspondingly the extreme percentages above would be dampened if the expenses of independent companies were not included. For homeowners multiple peril the figure may not be representative as the group used consists mostly of companies recently entering the field and writing less than half a million dollars of premiums.

Subject to the foregoing comments, most of the lines of business appear to provide a margin for profit or contingencies greater than these differences; certainly the 2.7% average for all lines of business is not inconsistent with the 2.5% to 6.0% afforded in the regulated lines of insurance. This suggests that the sum of average expenses plus existing profit or contingency allowances as an expense loading in rates would provide every prudent company of every size sufficient dollars to cover its expenses.

Other comments related to individual needs undoubtedly will occur to those who study the exhibits in detail.

CALENDAR YEAR 1961 FIRE
EXPENSE RATIOS

EXHIBIT 1

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme		Extreme Ratios			Extreme		Extreme Ratios			Extreme		Extreme Ratios		
		Expense Ratios		To Mean			Expense Ratios		To Mean			Expense Ratios		To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
15	1/4-1/2	6.1%	1.6%	12.0%	-74%	+97%	3.3%	-	7.5%	-100%	+127%	9.3%	1.6%	17.1%	-83%	+84%
15	1/2-1	7.1	0.7	13.5	-90	+90	3.1	-	7.4	-100	+139	11.2	0.8	23.1	-93	+106
18	1-2	7.8	3.7	13.8	-53	+77	4.3	1.2%	8.6	-72	+100	12.1	6.6	16.4	-45	+36
6	2-4	7.2	2.6	13.0	-64	+81	4.6	1.4	6.9	-70	+90	12.5	5.9	16.3	-53	+30
17	4-8	7.0	4.0	10.9	-43	+56	4.7	1.3	8.9	-72	+89	11.9	5.6	18.4	-53	+55
15	8-16	7.8	4.3	11.6	-45	+49	5.1	2.9	7.2	-43	+41	12.9	8.1	19.3	-37	+50
12	16-32	8.4	6.5	11.1	-23	+32	5.3	3.6	7.3	-32	+38	13.8	10.2	17.0	-26	+23
6	32-64	9.1	8.3	9.7	-9	+7	5.6	4.5	7.9	-20	+41	15.0	12.7	17.1	-15	+14
3	64-128	9.9	8.2	11.1	-17	+12	8.8	5.5	14.3	-37	+63	18.7	13.7	25.4	-27	+36
Total		8.7%					6.1%					14.9%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme		Extreme Ratios			Extreme		Extreme Ratios		
		Expense Ratios		To Mean			Expense Ratios		To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
15	1/4-1/2	30.5%	23.7%	41.0%	-22%	+34%	39.9%	32.9%	49.9%	-18%	+25%
15	1/2-1	25.6	0.3	36.5	-99	+43	37.2	21.6	49.8	-42	+34
18	1-2	25.8	13.8	36.9	-47	+43	38.6	27.2	44.8	-30	+16
6	2-4	27.1	24.0	30.0	-11	+11	40.8	37.2	44.1	-9	+8
17	4-8	28.0	22.7	32.4	-19	+16	39.5	25.6	45.7	-35	+16
15	8-16	28.6	22.9	32.5	-20	+14	41.8	38.8	49.5	-7	+18
12	16-32	25.8	24.0	27.5	-7	+7	39.6	36.4	42.9	-8	+8
6	32-64	24.7	23.3	26.1	-6	+6	39.5	38.4	42.1	-3	+7
3	64-128	24.5	23.7	25.8	-3	+5	43.2	37.4	51.2	-13	+19
Total		25.9%					40.7%				

*Lowest and highest cos. in all groups except the last one have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 EXTENDED COVERAGE
EXPENSE RATIOS

EXHIBIT 2

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No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
18	1/4-1/2	7.8%	2.7%	19.2%	-65%	+145%	4.8%	0.2%	9.2%	-96%	+92%	12.9%	5.6%	26.1%	-57%	+102%
12	1/2-1	5.0	1.7	12.8	-66	+156	3.0	1.1	5.9	-63	+97	8.3	3.7	16.2	-55	+95
13	1-2	7.6	2.9	11.8	-62	+55	4.8	1.2	7.4	-75	+54	12.8	4.1	19.0	-68	+48
19	2-4	7.7	4.1	12.1	-47	+57	5.4	3.0	7.8	-44	+44	13.2	8.6	19.0	-35	+44
11	4-8	7.4	5.0	10.1	-32	+36	6.5	4.6	10.3	-29	+58	13.9	10.5	16.7	-24	+20
12	8-16	7.9	5.8	9.8	-27	+24	6.1	4.6	9.3	-25	+52	14.0	11.9	17.2	-15	+23
3	16-32	9.5	8.2	10.6	-14	+12	9.8	6.8	14.9	-31	+52	19.3	16.0	25.5	-17	+32
Total		8.0%					6.6%					14.7%				

STOCK INSURANCE COMPANY EXPENSES

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
18	1/4-1/2	26.1%	11.3%	36.5%	-57%	+40%	38.2%	24.9%	52.0%	-35%	+36%
12	1/2-1	29.4	17.9	36.8	-39	+25	37.3	26.4	43.9	-29	+18
13	1-2	28.8	22.7	32.7	-21	+14	41.8	36.8	47.9	-12	+15
19	2-4	29.4	25.7	33.1	-13	+13	42.7	38.5	50.7	-10	+19
11	4-8	27.5	23.1	31.4	-16	+14	41.7	36.2	45.3	-13	+9
12	8-16	25.8	23.4	26.9	-9	+4	39.3	37.0	41.9	-6	+7
3	16-32	25.6	25.0	26.6	-2	+4	44.9	41.1	52.1	-8	+16
Total		26.9%					41.4%				

*Lowest and highest cos.in all groups except the last one have not been included in determination of averages.
Total average is average of all cos.included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

CALENDAR YEAR 1961 OTHER FIRE
EXPENSE RATIOS

EXHIBIT 3

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
11	1/8-1/4	7.4%	1.7%	18.9%	-77%	+155%	3.5%	0.1%	6.5%	-97%	+86%	11.4%	2.9%	30.4%	-75%	+167%
7	1/4-1/2	7.8	5.2	11.0	-33	+41	4.7	1.4	6.9	-70	+47	12.4	6.6	17.9	-47	+44
10	1/2-1	5.3	1.3	10.2	-75	+92	3.8	1.4	6.4	-63	+68	9.2	3.6	16.8	-61	+83
4	1-2	4.3	1.1	7.6	-74	+77	2.9	0.6	4.6	-79	+59	7.2	1.7	12.2	-76	+69
8	2-4	6.9	2.7	12.3	-61	+78	4.0	1.0	10.0	-75	+150	11.5	7.5	14.9	-35	+30
4	4-8	7.3	1.9	11.5	-74	+58	7.1	2.9	9.9	-59	+39	14.4	4.8	21.4	-67	+49
Total		6.7%					5.0%					11.9%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
11	1/8-1/4	24.4%	17.5%	31.0%	-28%	+27%	35.6%	29.6%	42.0%	-17%	+18%
7	1/4-1/2	21.4	14.1	31.9	-34	+49	34.1	26.4	38.9	-23	+14
10	1/2-1	29.7	22.8	36.3	-23	+22	38.8	32.2	45.2	-17	+16
4	1-2	21.9	12.0	28.2	-45	+29	31.4	26.2	37.6	-17	+20
3	2-4	22.0	19.7	25.5	-10	+16	32.8	29.7	38.9	-9	+19
4	4-8	22.3	20.6	25.5	-8	+14	36.7	25.4	43.7	-31	+19
Total		23.0%					34.9%				

*Lowest and highest cos. in all groups except the last one have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 HOMEOWNERS MULTIPLE PERIL
EXPENSE RATIOS

EXHIBIT 4

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No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS							
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean				
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest			
14	1/4-1/2	7.0%	1.4%	13.7%	-80%	+96%	4.0%	-	7.6%	-100%	+90%	11.2%	2.1%	19.1%	-81%	+71%			
15	1/2-1	8.3	3.4	17.2	-59	+107	4.2	0.3%	10.0	-93	+138	12.6	3.7	24.6	-71	+95			
13	1-2	7.6	4.2	10.8	-45	+42	5.6	2.8	8.6	-50	+54	13.3	8.9	18.0	-33	+35			
11	2-4	6.8	5.6	8.5	-18	+25	4.7	3.6	6.0	-23	+28	11.7	9.2	13.8	-21	+18			
19	4-8	7.0	4.5	11.3	-36	+61	5.2	2.1	7.7	-60	+48	12.3	9.2	17.3	-25	+41			
11	8-16	5.5	4.0	8.2	-27	+49	5.8	4.4	9.0	-24	+55	11.3	8.4	13.3	-26	+18			
7	16-32	6.2	4.7	8.6	-24	+39	5.5	4.3	6.6	-22	+20	12.0	9.7	15.3	-19	+28			
1	32-64	5.0	-	-	-	-	5.5	-	-	-	-	10.5	-	-	-	-			
Total		6.2%						5.4%						11.8%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS						
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean			
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest		
14	1/4-1/2	32.2%	26.4%	40.1%	-18%	+25%	43.4%	37.4%	54.2%	-14%	+25%		
15	1/2-1	28.6	22.4	32.8	-22	+15	40.0	33.2	50.5	-17	+26		
13	1-2	28.0	20.3	31.8	-27	+14	40.9	25.2	49.1	-38	+20		
11	2-4	28.1	26.2	30.6	-7	+9	39.9	37.8	42.7	-5	+7		
19	4-8	28.7	24.0	31.7	-16	+10	40.5	35.0	46.9	-14	+16		
11	8-16	26.4	24.6	28.4	-7	+8	37.6	35.0	40.9	-7	+9		
7	16-32	23.3	18.0	27.1	-23	+16	35.0	30.4	39.1	-13	+12		
1	32-64	21.5	-	-	-	-	32.0	-	-	-	-		
Total		25.7%						37.3%					

*Lowest and highest cos. in all groups except the last one have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 COMMERCIAL MULTIPLE PERIL
EXPENSE RATIOS

EXHIBIT 5

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest Highest	Lowest Highest	Lowest Highest	Avg.*	Lowest Highest	Lowest Highest	Lowest Highest	Avg.*	Lowest Highest	Lowest Highest	Lowest Highest	Lowest Highest		
17	1/8-1/4	6.4%	-	16.6%	-100%	+159%	2.6%	-	6.5%	-100%	+150%	9.2%	-	18.5%	-100%	+101%
14	1/4-1/2	5.2	6.4%	10.5	-92	+102	3.2	0.2%	7.2	-94	+125	8.8	0.6%	17.7	-93	+101
16	1/2-1	9.1	3.3	18.9	-64	+108	4.3	0.9	7.4	-79	+72	13.3	6.7	22.0	-50	+65
9	1-2	7.2	1.5	16.8	-79	+133	4.2	1.5	7.3	-64	+74	11.8	3.0	21.5	-75	+82
7	2-4	9.5	7.1	13.3	-25	+40	5.8	4.2	11.8	-28	+103	15.3	11.5	22.4	-25	+46
2	4-8	8.8	8.3	9.3	-6	+6	5.4	4.4	6.3	-19	+17	14.2	13.7	14.6	-4	+3
1	8-16	8.7	-	-	-	-	10.7	-	-	-	-	19.4	-	-	-	-
Total		8.4%					5.7%					14.2%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS						SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean				Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest Highest	Lowest Highest	Lowest Highest	Lowest Highest	Avg.*	Lowest Highest	Lowest Highest	Lowest Highest		
17	1/8-1/4	22.4%	14.8%	28.6%	-34%	+28%	31.9%	17.3%	42.3%	-46%	+33%	
14	1/4-1/2	23.8	14.0	39.8	-41	+67	33.8	26.2	48.0	-22	+42	
16	1/2-1	23.5	17.7	30.1	-25	+28	37.6	26.4	46.9	-30	+25	
9	1-2	21.7	15.8	27.4	-27	+26	33.7	20.7	41.8	-39	+24	
7	2-4	21.1	19.7	22.7	-7	+8	36.5	29.8	43.0	-18	+18	
2	4-8	18.2	17.8	18.6	-2	+2	32.4	31.5	33.2	-3	+2	
1	8-16	15.6	-	-	-	-	35.0	-	-	-	-	
Total		20.5%					35.0%					

*Lowest and highest cos. in all groups except the last two have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 INLAND MARINE
EXPENSE RATIOS

EXHIBIT 6

162

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
9	1/8-1/4	6.9%	1.6%	13.7%	-77%	+99%	3.3%	-	6.6%	-100%	+100%	10.7%	2.1%	16.7%	-80%	+56%
8	1/4-1/2	6.5	2.7	8.3	-58	+28	3.5	-	6.5	-100	+86	10.2	3.4	14.5	-67	+42
25	1/2-1	5.7	0.8	9.2	-86	+61	4.5	-	8.4	-100	+87	10.2	1.5	16.2	-85	+59
22	1-2	5.8	0.5	11.5	-91	+98	3.6	0.1%	8.8	-97	+144	9.6	0.5	17.0	-95	+77
11	2-4	7.3	3.9	10.7	-47	+47	5.6	3.5	7.7	-37	+38	12.9	7.4	18.3	-43	+42
6	4-8	7.7	6.1	9.0	-21	+17	6.4	4.7	8.3	-27	+30	14.3	11.8	17.1	-17	+20
7	8-16	7.1	5.3	9.0	-25	+27	7.5	3.8	10.7	-49	+43	14.6	11.1	19.9	-24	+36
4	16-32	8.3	6.6	11.9	-20	+43	6.6	5.8	7.3	-12	+11	16.0	12.8	19.2	-20	+20
Total		7.3%					6.2%					13.9%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
9	1/8-1/4	22.4%	1.4%	31.7%	-94%	+42%	33.9%	11.7%	42.8%	-65%	+26%
8	1/4-1/2	25.4	21.9	30.8	-14	+21	35.1	31.0	40.8	-12	+16
25	1/2-1	23.5	13.8	34.4	-41	+46	33.6	22.9	43.5	-32	+29
22	1-2	24.1	10.8	32.1	-55	+33	33.9	23.3	40.3	-31	+19
11	2-4	23.7	22.2	27.1	-6	+14	37.0	31.0	42.8	-16	+16
6	4-8	25.0	23.3	28.5	-7	+14	38.5	36.2	43.2	-6	+12
7	8-16	21.8	20.8	22.8	-5	+5	36.5	32.3	41.1	-12	+13
4	16-32	20.2	18.7	21.4	-7	+6	35.8	33.0	38.0	-8	+6
Total		22.3%					36.1%				

*Lowest and highest companies in all of the groups listed have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 GROUP ACCIDENT AND HEALTH
EXPENSE RATIOS

EXHIBIT 7

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS				SECTION B - OTHER ACQUISITION RATIOS				SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS						
		Extreme Expense Ratios		Extreme Ratios To Mean		Extreme Expense Ratios		Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean			
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
4	1/4-1/2	6.6%	2.7%	9.6%	-59%	+45%	3.7%	1.5%	5.1%	-59%	+38%	11.5%	7.7%	13.9%	-33%	+21%
4	1/2-1	4.1	1.9	5.8	-54	+41	2.8	2.2	3.9	-21	+39	6.9	4.4	8.9	-36	+29
7	1-2	3.3	1.4	4.7	-58	+42	2.2	0.8	3.1	-64	+41	5.5	2.2	7.4	-60	+35
2	2-4	2.7	2.4	3.0	-11	+11	2.5	2.0	3.0	-20	+20	5.2	4.4	6.0	-15	+15
1	4-8	5.3	-	-	-	-	3.2	-	-	-	-	8.5	-	-	-	-
4	3-16	1.6	0.5	3.7	-69	+131	2.4	-	5.1	-100	+113	3.9	0.5	5.9	-87	+51
3	16-32	5.0	3.5	6.8	-30	+36	4.5	3.8	5.6	-16	+24	8.7	7.7	10.6	-11	+22
1	64-128	3.0	-	-	-	-	5.1	-	-	-	-	8.1	-	-	-	-
1	256-512	3.1	-	-	-	-	1.0	-	-	-	-	4.1	-	-	-	-
Total		3.2%				2.2%				5.3%						

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean		Extreme Expense Ratios		Extreme Ratios To Mean			
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
4	1/4-1/2	11.2%	7.1%	17.0%	-37%	+52%	22.7%	19.2%	28.5%	-15%	+26%
4	1/2-1	12.8	1.8	21.8	-86	+70	19.7	6.2	30.1	-69	+53
7	1-2	12.2	7.1	17.2	-42	+41	18.1	12.4	21.7	-31	+20
2	2-4	6.0	5.2	6.7	-13	+12	11.2	9.6	12.7	-14	+13
1	4-8	8.8	-	-	-	-	17.3	-	-	-	-
4	8-16	6.6	-	15.9	-100	+141	10.5	0.5	19.4	-95	+85
3	16-32	12.6	7.3	17.0	-42	+35	22.4	17.9	24.8	-20	+11
1	64-128	7.9	-	-	-	-	16.0	-	-	-	-
1	256-512	1.5	-	-	-	-	5.6	-	-	-	-
Total		4.5%					10.0%				

*Lowest and highest cos. in the 1/4-1/2, 1-2, and 16-32 range have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

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CALENDAR YEAR 1961 WORKMEN'S COMPENSATION
EXPENSE RATIOS

EXHIBIT 8

164

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
5	1/4-1/2	10.1%	3.6%	13.4%	-64%	+33%	3.8%	0.8%	6.7%	-79%	+76%	13.9%	8.1%	17.2%	-42%	+24%
4	1/2-1	3.9	0.8	6.3	-79	+62	3.3	-	9.7	-100	+194	8.2	0.8	13.5	-90	+65
10	1-2	10.1	6.3	12.9	-38	+28	3.2	1.5	4.7	-53	+47	13.4	8.8	17.6	-34	+31
10	2-4	8.4	4.4	10.6	-48	+26	4.6	2.2	6.8	-52	+48	13.0	6.7	15.6	-48	+20
6	4-8	9.8	7.4	12.3	-24	+26	3.8	2.8	5.0	-26	+32	13.4	10.5	16.2	-22	+21
10	8-16	8.6	6.4	12.1	-26	+41	3.1	1.8	4.9	-42	+58	11.8	9.4	17.0	-20	+44
8	16-32	8.1	7.0	10.5	-14	+30	2.9	1.5	3.9	-48	+34	11.1	8.5	14.4	-23	+30
3	32-64	8.4	7.6	9.0	-10	+7	3.2	2.0	4.9	-37	+53	11.6	9.6	13.9	-17	+20
2	64-128	7.3	6.9	7.6	-5	+4	2.7	2.0	3.3	-26	+22	9.9	9.6	10.2	-3	+3
Total		8.2%					3.1%					11.2%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
5	1/4-1/2	14.2%	12.1%	15.1%	-15%	+6%	28.8%	23.2%	32.1%	-19%	+11%
4	1/2-1	17.9	15.5	21.8	-13	+22	27.3	21.8	31.8	-20	+16
10	1-2	13.3	7.6	18.3	-43	+38	27.9	20.5	32.7	-27	+17
10	2-4	14.5	9.3	19.8	-36	+37	28.1	23.0	32.1	-18	+14
6	4-8	13.6	10.4	16.0	-24	+18	24.7	20.9	31.2	-15	+26
10	8-16	12.7	3.7	14.4	-71	+13	24.5	13.2	30.0	-46	+22
8	16-32	10.7	8.7	11.8	-19	+10	22.3	19.5	25.5	-13	+14
3	32-64	12.5	11.6	13.3	-7	+6	24.1	22.9	26.5	-5	+10
2	64-128	9.9	8.8	11.0	-11	+11	19.8	19.0	20.6	-4	+4
Total		11.6%					22.9%				

*Lowest and highest cos. in all groups except the last two have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 BODILY INJURY LIABILITY OTHER THAN AUTO
EXPENSE RATIOS

EXHIBIT 9

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
15	1/4-1/2	8.8%	3.1%	13.2%	-65%	+50%	3.8%	-	7.8%	-100%	+105%	13.0%	3.1%	19.5%	-76%	+50%
10	1/2-1	7.4	0.9	14.2	-88	+92	4.5	0.6	8.5	-87	+89	12.7	1.5	21.5	-88	+69
11	1-2	9.1	4.8	11.8	-47	+30	4.9	2.5	7.8	-49	+59	14.4	10.0	19.5	-31	+35
11	2-4	9.5	6.2	11.7	-35	+23	5.5	2.8	7.6	-49	+38	14.5	11.7	18.8	-19	+30
10	4-8	10.9	8.0	12.8	-27	+17	4.4	2.8	5.9	-36	+34	15.6	11.9	17.5	-24	+12
8	8-16	10.9	7.8	13.5	-28	+24	5.0	2.9	7.5	-42	+50	16.1	13.1	19.0	-19	+18
3	16-32	9.7	7.7	11.2	-21	+15	4.2	4.0	4.6	-5	+10	14.2	12.0	16.5	-15	+16
3	32-64	10.8	10.5	11.3	-3	+9	5.1	3.8	6.0	-25	+18	15.8	15.1	16.4	-4	+4
Total		10.4%					4.8%					15.3%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
15	1/4-1/2	20.3%	7.6%	33.2%	-63%	+64%	33.6%	19.9%	42.4%	-41%	+26%
10	1/2-1	20.1	14.2	27.6	-29	+37	32.3	14.6	48.3	-55	+50
11	1-2	23.9	19.5	26.9	-18	+13	38.1	29.5	43.7	-23	+15
11	2-4	23.2	15.7	26.1	-32	+13	37.9	28.8	43.9	-24	+16
10	4-8	21.3	15.7	24.2	-26	+14	36.0	29.5	41.9	-18	+16
8	8-16	21.7	19.8	23.3	-9	+7	37.7	33.4	41.0	-11	+9
3	16-32	20.5	18.9	22.2	-8	+8	35.5	34.2	36.7	-4	+3
3	32-64	18.5	16.1	19.9	-13	+8	34.1	32.5	35.2	-5	+3
Total		20.5%					35.8%				

*Lowest and highest companies in all of the groups listed have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 PROPERTY DAMAGE LIABILITY OTHER THAN AUTO
EXPENSE RATIOS

EXHIBIT 10

166

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*
		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest	
8	1/8-1/4	7.4%	2.1%	11.7%	-72%	+58%	3.2%	0.9%	7.3%	-72%	+128%	10.7%	3.3%	15.7%	-69%	+47%
9	1/4-1/2	10.6	5.7	18.2	-46	+72	5.1	2.0	8.2	-61	+61	15.6	9.4	26.4	-40	+69
10	1/2-1	10.3	6.9	15.0	-33	+46	6.5	4.5	10.3	-31	+58	16.6	13.4	22.8	-19	+37
11	1-2	11.7	7.9	16.2	-32	+38	4.8	2.8	6.9	-42	+44	16.8	11.4	23.6	-32	+40
6	2-4	11.1	8.6	14.3	-23	+29	5.6	2.8	7.0	-50	+25	16.9	12.9	19.7	-24	+17
3	4-8	12.1	7.5	16.3	-38	+35	4.2	2.4	6.0	-43	+43	16.3	9.9	22.3	-39	+37
4	8-16	11.8	8.9	16.3	-25	+38	6.1	5.5	6.7	-10	+10	17.5	15.2	23.5	-13	+34
Total		11.5%					5.5%					16.9%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*
		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest	
3	1/8-1/4	21.8%	15.7%	27.7%	-28%	+27%	32.5%	15.9%	44.1%	-51%	+36%
9	1/4-1/2	23.6	20.1	26.9	-15	+14	39.3	35.5	50.6	-10	+29
10	1/2-1	18.8	0.1	26.0	-99	+38	35.8	14.1	45.6	-61	+27
11	1-2	22.9	21.4	24.7	-7	+8	39.8	33.5	45.8	-16	+15
6	2-4	21.8	20.1	24.1	-8	+11	38.1	32.8	42.6	-14	+12
3	4-8	20.3	16.8	22.9	-17	+13	36.6	26.7	43.5	-27	+19
4	8-16	19.4	16.9	20.5	-13	+6	36.5	32.1	43.4	-12	+19
Total		20.6%					37.2%				

*Lowest and highest cos. in all groups except 4 - 8 range have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 AUTO BODILY INJURY LIABILITY
EXPENSE RATIOS

EXHIBIT 11

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
8	1-2	5.9%	1.2%	9.6%	-80%	+63%	4.3%	-	7.8%	-100%	+81%	10.2%	1.2%	16.6%	-88%	+63%
16	2-4	6.6	3.6	9.8	-45	+48	5.6	3.5	9.0	-37	+61	12.4	7.9	17.4	-37	+40
9	4-8	5.9	3.0	10.0	-49	+69	4.2	2.9	5.8	-31	+38	10.1	6.3	15.8	-38	+56
13	8-16	7.0	5.4	8.3	-23	+19	4.8	2.4	7.1	-50	+48	11.7	8.4	13.9	-28	+19
10	16-32	6.3	5.0	8.3	-21	+32	4.2	3.2	5.2	-24	+24	10.5	8.4	13.2	-20	+26
7	32-64	5.8	4.8	7.1	-17	+22	4.7	2.9	7.6	-38	+62	10.9	7.9	13.9	-28	+28
4	64-128	6.1	5.1	6.6	-16	+8	4.5	2.9	5.7	-36	+27	10.6	9.5	12.2	-10	+15
1	128-256	5.5	-	-	-	-	10.2	-	-	-	-	15.7	-	-	-	-
Total		6.1%					5.3%					11.5%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
8	1-2	19.5%	18.1%	22.0%	-7%	+13%	30.3%	22.6%	36.5%	-25%	+20%
16	2-4	17.5	0.4	23.1	-98	+32	30.2	14.2	39.5	-53	+31
9	4-8	19.3	14.4	21.3	-25	+10	29.1	20.7	35.9	-29	+23
13	8-16	19.6	17.5	22.0	-11	+12	31.5	27.6	35.6	-12	+13
10	16-32	18.2	15.8	19.3	-13	+6	28.5	25.1	32.0	-12	+12
7	32-64	15.9	12.6	18.5	-21	+16	26.1	23.2	29.0	-11	+11
4	64-128	16.3	15.0	16.8	-8	+3	26.9	25.3	28.9	-6	+7
1	128-256	8.5	-	-	-	-	24.2	-	-	-	-
Total		16.0%					27.3%				

*Lowest and highest cos. in all groups except the last two have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 AUTO PROPERTY DAMAGE LIABILITY
EXPENSE RATIOS

EXHIBIT 12

168

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS							
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean				
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest			
8	1/2-1	6.2%	3.0%	8.3%	-52%	+34%	4.8%	2.2%	8.0%	-54%	+67%	11.2%	8.5%	15.1%	-24%	+35%			
14	1-2	6.9	4.3	8.9	-38	+29	5.3	2.4	8.7	-55	+64	12.7	8.8	16.2	-31	+28			
12	2-4	7.5	3.4	11.9	-55	+59	5.7	3.8	7.8	-33	+37	13.3	7.9	19.9	-41	+50			
12	4-8	7.0	5.1	8.6	-27	+23	4.8	2.4	6.5	-50	+35	11.8	8.5	13.8	-28	+17			
11	8-16	6.4	4.2	8.6	-34	+34	4.6	2.2	6.0	-52	+30	11.2	7.4	14.0	-34	+25			
2	16-32	7.5	6.0	8.9	-20	+19	4.4	4.1	4.6	-7	+5	11.8	10.6	13.0	-10	+10			
4	32-64	6.8	6.0	7.4	-12	+9	5.0	3.3	6.4	-34	+28	11.9	10.7	12.8	-10	+8			
1	64-128	5.5	-	-	-	-	10.2	-	-	-	-	15.7	-	-	-	-			
Total		6.6%						5.7%						12.4%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS						
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean			
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest		
8	1/2-1	22.2%	18.8%	26.8%	-15%	+21%	33.8%	23.3%	37.1%	-31%	+10%		
14	1-2	19.7	17.0	21.6	-14	+10	32.1	27.4	37.8	-15	+18		
12	2-4	19.1	0.6	22.4	-97	+17	32.2	11.4	40.7	-65	+26		
12	4-8	19.7	16.6	21.5	-16	+9	31.4	27.5	35.4	-12	+13		
11	8-16	17.9	14.4	19.9	-20	+11	28.7	23.4	32.5	-18	+13		
2	16-32	18.6	16.7	20.4	-10	+10	30.4	29.7	31.0	-2	+2		
4	32-64	16.7	15.4	17.5	-8	+5	28.6	27.8	30.3	-3	+6		
1	64-128	8.5	-	-	-	-	24.2	-	-	-	-		
Total		16.5%						28.8%					

*Lowest and highest cos. in all groups except last three have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 AUTO PHYSICAL DAMAGE
EXPENSE RATIOS
COLLISION

EXHIBIT 13

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
14	1/2-1	7.0%	2.4%	14.9%	-66%	+113%	6.5%	2.1%	12.6%	-68%	+94%	14.3%	7.9%	35.2%	-45%	+146%
11	1-2	7.8	5.1	17.1	-35	+119	6.4	3.0	10.0	-53	+56	13.9	9.5	27.1	-32	+95
19	2-4	6.5	3.4	8.7	-48	+34	4.6	0.4	7.9	-91	+72	10.9	7.4	13.9	-32	+28
16	4-8	6.5	2.3	8.7	-65	+34	4.7	3.5	6.6	-26	+40	11.3	6.6	14.1	-42	+25
10	8-16	5.3	3.6	7.0	-32	+32	4.8	3.3	5.8	-31	+21	10.2	5.6	13.8	-45	+35
4	16-32	5.6	4.5	6.9	-20	+23	3.9	2.9	6.3	-26	+62	9.6	7.7	12.2	-20	+27
2	32-64	6.5	5.1	7.8	-22	+20	5.9	5.4	6.4	-8	+8	12.4	11.5	13.2	-7	+6
2	64-128	3.9	2.2	5.5	-44	+41	9.3	8.3	10.2	-11	+10	13.1	10.5	15.7	-20	+20
Total		5.5%					6.1%					11.6%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
14	1/2-1	21.3%	0.1%	32.7%	-100%	+54%	36.2%	16.3%	61.0%	-55%	+69%
11	1-2	23.7	16.3	27.9	-31	+18	38.4	35.6	43.4	-7	+13
19	2-4	22.3	12.7	25.6	-43	+15	33.3	19.7	42.4	-41	+27
16	4-8	23.2	19.8	34.7	-15	+50	34.7	31.0	38.0	-11	+10
10	8-16	17.2	3.5	22.5	-80	+31	27.1	10.9	34.4	-60	+27
4	16-32	17.2	4.3	22.9	-75	+33	26.7	12.8	32.6	-52	+22
2	32-64	20.6	20.5	20.6	-	-	32.9	32.0	33.8	-3	+3
2	64-128	12.5	8.5	16.4	-32	+31	25.6	24.2	26.9	-5	+5
Total		17.8%					29.4%				

*Lowest and highest cos. in all groups except last three have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 AUTO PHYSICAL DAMAGE
EXPENSE RATIOS
FIRE, THEFT AND COMPREHENSIVE

EXHIBIT 14

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STOCK INSURANCE COMPANY EXPENSES

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
6	1/4-1/2	6.9%	4.8%	9.3%	-30%	+35%	4.9%	3.8%	6.1%	-22%	+24%	12.4%	9.4%	14.5%	-24%	+17%
11	1/2-1	9.9	5.8	19.4	-41	+96	7.5	3.0	13.6	-60	+81	17.1	11.0	33.2	-36	+94
18	1-2	6.9	3.4	10.7	-51	+55	4.8	2.1	7.9	-56	+65	11.3	7.0	16.8	-38	+49
18	2-4	7.2	2.3	11.1	-68	+54	4.9	3.3	7.1	-33	+45	11.9	6.6	15.2	-45	+28
13	4-8	6.9	3.0	10.1	-57	+46	5.4	3.3	8.6	-39	+59	12.2	7.7	17.8	-37	+46
3	8-16	6.0	4.6	8.0	-23	+33	5.5	3.2	7.5	-42	+36	11.6	7.8	13.9	-33	+20
4	16-32	7.0	6.2	8.1	-11	+16	5.2	2.9	6.2	-44	+19	12.1	9.8	13.7	-19	+13
2	32-64	4.0	2.4	5.5	-40	+38	9.3	8.3	10.2	-11	+10	13.2	10.7	15.7	-19	+19
Total		6.2%					6.2%					12.4%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean		
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
6	1/4-1/2	27.3%	22.9%	31.7%	-16%	+16%	39.8%	37.4%	44.9%	-6%	+13%
11	1/2-1	22.8	15.0	27.9	-34	+22	39.4	30.7	48.2	-22	+22
18	1-2	22.8	12.7	26.7	-44	+17	34.5	19.7	42.8	-43	+24
18	2-4	23.7	21.0	34.7	-11	+46	36.1	31.3	45.7	-13	+27
13	4-8	17.7	4.3	23.6	-76	+33	30.0	12.3	40.1	-59	+34
3	8-16	19.9	16.3	22.9	-18	+15	31.4	29.3	34.3	-7	+9
4	16-32	20.7	20.3	21.1	-2	+2	32.8	30.9	34.0	-6	+4
2	32-64	12.8	8.5	17.1	-34	+34	26.0	24.2	27.8	-7	+7
Total		18.8%					31.2%				

*Lowest and highest cos.in all groups except last three have not been included in determination of averages.
Total average is average of all cos.included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

CALENDAR YEAR 1961 FIDELITY
EXPENSE RATIOS

EXHIBIT 15

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS							
		Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean					
		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest				
9	1/8-1/4	11.1%	5.3%	14.8%	-52%	+33%	7.5%	2.1%	17.8%	-72%	+137%	18.6%	11.4%	30.7%	-39%	+65%			
2	1/4-1/2	12.4	11.6	13.2	-6	+6	8.5	6.1	10.8	-28	+27	20.9	19.3	22.4	-8	+7			
9	1/2-1	12.1	5.2	15.9	-57	+31	7.7	5.5	10.1	-29	+31	19.3	11.2	25.8	-42	+34			
7	1-2	12.0	5.9	19.2	-51	+60	7.0	5.3	12.0	-24	+71	19.9	11.6	28.2	-42	+42			
3	2-4	10.5	5.4	15.0	-49	+43	8.5	5.4	11.1	-36	+31	19.0	10.8	26.1	-43	+37			
7	4-8	11.3	7.7	13.7	-32	+21	7.7	6.1	11.2	-21	+45	19.8	14.9	22.6	-25	+14			
1	8-16	16.2	-	-	-	-	10.0	-	-	-	-	26.2	-	-	-	-			
Total		12.1%						8.0%						20.6%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS						
		Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*		
		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest			
9	1/8-1/4	23.6%	19.0%	27.3%	-19%	+16%	42.2%	27.8%	51.2%	-34%	+21%		
2	1/4-1/2	17.9	17.2	18.5	-4	+3	38.7	37.8	39.6	-2	+2		
9	1/2-1	22.0	18.8	24.4	-15	+11	40.7	32.9	50.5	-19	+24		
7	1-2	21.2	19.0	22.6	-10	+7	41.4	33.4	50.8	-19	+23		
3	2-4	19.5	18.1	20.8	-7	+7	38.5	28.9	45.6	-25	+18		
7	4-8	18.1	16.5	20.5	-9	+13	38.0	35.9	39.5	-6	+4		
1	8-16	19.1	-	-	-	-	45.3	-	-	-	-		
Total		19.2%						39.9%					

*Lowest and highest cos.in all groups except in 1-1/2, 2-4 and 8-16 range have not been included in computing averages.
Total average is average of all cos.included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 SURETY
EXPENSE RATIO

EXHIBIT 16

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No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS							
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean					
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest			
5	1/8-1/4	13.6%	7.7%	18.0%	-43%	+32%	9.3%	6.3%	13.4%	-32%	+44%	22.9%	18.7%	27.6%	-18%	+21%			
8	1/4-1/2	9.3	2.2	14.2	-76	+53	4.7	0.7	8.3	-85	+77	14.3	3.9	18.9	-73	+32			
4	1/2-1	11.6	7.9	15.2	-32	+31	7.9	6.2	10.8	-22	+37	19.6	16.6	21.3	-15	+9			
8	1-2	16.0	12.6	19.4	-21	+21	8.2	5.6	14.3	-32	+74	24.9	18.3	32.7	-27	+31			
3	2-4	16.2	14.9	17.2	-8	+6	7.2	6.3	8.7	-12	+21	24.2	21.2	26.1	-12	+8			
5	4-8	13.3	10.3	17.8	-23	+34	7.2	5.7	7.9	-21	+8	20.9	16.8	25.6	-20	+22			
7	8-16	11.6	6.2	17.1	-47	+47	7.8	5.5	9.7	-29	+24	19.8	13.8	26.3	-30	+33			
1	16-32	11.1	-	-	-	-	7.0	-	-	-	-	18.1	-	-	-	-			
Total		12.4%						7.5%						20.3%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS						
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean				
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest		
5	1/8-1/4	27.1%	19.2%	29.8%	-29%	+10%	50.0%	37.9%	57.0%	-24%	+14%		
8	1/4-1/2	30.5	26.9	34.5	-12	+13	45.9	38.5	55.5	-16	+21		
4	1/2-1	29.1	27.1	30.6	-7	+5	51.6	47.2	57.8	-9	+12		
8	1-2	28.8	27.4	30.1	-5	+5	53.0	45.7	60.7	-14	+15		
3	2-4	29.3	28.1	30.0	-4	+2	53.3	51.2	55.8	-4	+5		
5	4-8	27.8	22.5	31.9	-19	+15	48.9	47.9	50.1	-2	+2		
7	8-16	27.1	26.1	28.6	-4	+6	46.9	42.8	52.1	-9	+11		
1	16-32	31.7	-	-	-	-	49.8	-	-	-	-		
Total		28.2%						48.6%					

*Lowest and highest cos. in all groups except the last one have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 GLASS
EXPENSE RATIOS

EXHIBIT 17

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS						SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean			Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	
11	1/8-1/4	9.8%	5.0%	16.3%	-4%	+66%	6.8%	2.9%	14.9%	-57%	+119%	17.5%	8.6%	38.8%	-51%	+122%	
5	1/4-1/2	13.1	10.5	15.3	-20	+17	7.6	5.6	9.3	-26	+22	21.6	17.0	24.3	-21	+13	
13	1/2-1	10.0	3.6	14.0	-64	+40	7.2	4.2	14.8	-42	+106	16.8	12.5	22.8	-26	+36	
5	1-2	10.8	8.0	13.2	-26	+22	7.9	6.2	10.0	-22	+27	19.8	17.5	21.9	-12	+11	
2	2-4	15.0	12.5	17.4	-17	+16	9.3	8.0	10.6	-14	+14	24.3	20.5	28.0	-16	+15	
Total		11.5%					7.9%					19.7%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS						SECTION E - TOTAL EXPENSE RATIOS			
		Extreme Expense Ratios			Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
11	1/8-1/4	29.4%	27.6%	32.6%	-6%	+11%	47.3%	36.5%	71.4%	-23%	+51%
5	1/4-1/2	28.6	28.0	29.0	-2	+1	50.2	46.4	52.8	-8	+5
13	1/2-1	28.5	26.9	29.9	-6	+5	45.3	41.1	50.6	-9	+12
5	1-2	26.2	25.4	27.4	-3	+5	46.2	42.9	49.0	-7	+6
2	2-4	26.1	25.1	27.1	-4	+4	50.4	45.6	55.1	-10	+9
Total		27.4%					47.2%				

*Lowest and highest cos. in all groups except the last one have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES

CALENDAR YEAR 1961 BURGLARY AND THEFT
EXPENSE RATIOS

EXHIBIT 18

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No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
7	1/8-1/4	8.5%	5.4%	10.0%	-36%	+18%	6.1%	3.6%	9.4%	-41%	+54%	14.5%	11.4%	19.4%	-21%	+34%
13	1/4-1/2	9.6	5.7	13.6	-41	+42	7.0	3.3	14.1	-53	+101	16.2	10.6	35.1	-35	+117
5	1/2-1	10.9	9.3	13.2	-15	+21	6.7	4.5	9.1	-33	+36	17.9	14.2	22.9	-21	+28
12	1-2	11.9	7.0	14.6	-41	+23	6.2	4.2	7.8	-32	+26	18.3	12.7	21.4	-31	+17
4	2-4	12.3	8.9	15.4	-28	+25	6.2	5.6	7.3	-10	+18	18.3	14.9	21.0	-19	+15
5	4-8	11.5	10.1	13.8	-12	+20	9.2	7.2	13.3	-22	+45	21.3	18.3	24.4	-14	+15
Total		11.5%					7.6%					19.3%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS				
		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean		Avg.*	Extreme Expense Ratios		Extreme Ratios To Mean	
			Lowest	Highest	Lowest	Highest		Lowest	Highest	Lowest	Highest
7	1/8-1/4	28.4%	26.4%	30.8%	-7%	+8%	43.4%	40.8%	46.7%	-6%	+8%
13	1/4-1/2	26.4	15.0	29.9	-43	+13	42.4	28.3	63.1	-33	+49
5	1/2-1	28.5	27.5	29.1	-4	+2	45.5	41.7	48.8	-8	+7
12	1-2	27.5	26.2	28.5	-5	+4	45.8	40.1	48.9	-12	+7
4	2-4	26.7	26.4	27.4	-1	+3	44.7	42.5	46.4	-5	+4
5	4-8	25.4	23.3	27.0	-8	+6	46.3	45.1	48.4	-3	+5
Total		26.5%					45.5%				

*Lowest and highest companies in all of the groups listed have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

CALENDAR YEAR 1961 BOILER AND MACHINERY
EXPENSE RATIOS

EXHIBIT 19

No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS							
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean					
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest			
1	1/8-1/4	57.7%	-	-	-	-	3.4%	-	-	-	-	61.1%	-	-	-	-			
4	1/4-1/2	43.6	11.1%	86.5%	-75%	+98%	4.6	1.2%	8.6%	-74%	+87%	48.2	19.7%	89.9%	-59%	+87%			
1	1/2-1	37.3	-	-	-	-	2.7	-	-	-	-	40.0	-	-	-	-			
1	1-2	41.7	-	-	-	-	3.9	-	-	-	-	45.6	-	-	-	-			
3	2-4	41.7	33.1	46.1	-21	+11	4.6	3.3	6.7	-28	+46	45.5	37.0	50.2	-19	+10			
2	4-8	41.3	39.9	42.6	-3	+3	5.5	3.8	7.1	-31	+29	46.7	43.7	49.7	-6	+6			
1	8-16	31.0	-	-	-	-	7.4	-	-	-	-	38.4	-	-	-	-			
1	16-32	32.3	-	-	-	-	8.6	-	-	-	-	40.9	-	-	-	-			
Total		35.9%						6.9						42.6%					

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION AND BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS						
		Extreme Expense Ratios		Extreme Ratios To Mean			Extreme Expense Ratios		Extreme Ratios To Mean				
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest		
1	1/8-1/4	21.2%	-	-	-	-	82.3%	-	-	-	-		
4	1/4-1/2	19.2	10.8%	24.5%	-44%	+28%	67.3	42.3%	100.7%	-37%	+50%		
1	1/2-1	19.3	-	-	-	-	59.3	-	-	-	-		
1	1-2	15.2	-	-	-	-	60.8	-	-	-	-		
3	2-4	20.0	19.9	20.1	-	+1	65.6	57.2	70.1	-13	+7		
2	4-8	21.8	20.5	23.0	-6	+6	68.5	66.7	70.2	-3	+2		
1	8-16	15.6	-	-	-	-	54.0	-	-	-	-		
1	16-32	16.0	-	-	-	-	56.9	-	-	-	-		
Total		17.8%						60.4%					

*Lowest and highest cos. in the two to four premium range have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

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ALL LINES OF BUSINESS

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No. Cos.	Premium Range (In Millions)	SECTION A - GENERAL EXPENSE RATIOS					SECTION B - OTHER ACQUISITION RATIOS					SECTION C - GENERAL EXPENSE AND OTHER ACQUISITION RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
19	5-10	6.4%	0.6%	12.1%	-91%	+89%	3.8%	0.1%	9.6%	-97%	+153%	10.5%	0.7%	18.1%	-93%	+72%
14	10-20	5.9	3.2	8.7	-46	+47	4.2	0.6	10.1	-86	+140	10.4	6.2	16.7	-40	+61
22	20-40	6.8	2.1	18.8	-69	+176	4.8	2.1	8.6	-56	+79	11.4	5.1	28.3	-55	+148
18	40-80	7.6	4.6	10.0	-39	+32	5.3	3.0	6.7	-43	+26	12.8	9.4	15.2	-27	+19
11	80-160	8.0	5.9	9.9	-26	+24	4.7	2.8	6.1	-40	+30	12.7	10.3	14.7	-19	+16
7	160-320	8.2	6.2	9.5	-24	+16	5.1	4.4	6.3	-14	+24	13.5	11.6	14.6	-14	+8
6	320-640	7.3	5.0	8.9	-32	+22	5.7	3.6	7.6	-37	+33	13.4	10.1	15.7	-25	+17
Total		7.6%					5.2%					12.9%				

No. Cos.	Premium Range (In Millions)	SECTION D - COMMISSION & BROKERAGE RATIOS					SECTION E - TOTAL EXPENSE RATIOS					SECTION F - LOSS ADJUSTMENT EXPENSE RATIOS				
		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean		Extreme Expense Ratios			Extreme Ratios To Mean	
		Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest	Avg.*	Lowest	Highest	Lowest	Highest
19	5-10	22.4%	13.8%	31.9%	-38%	+42%	32.7%	23.3%	40.0%	-29%	+22%	9.3%	3.8%	13.4%	-59%	+44%
14	10-20	22.2	3.6	29.0	-84	+31	32.7	12.7	39.8	-61	+32	8.6	6.2	11.6	-23	+35
22	20-40	21.9	-	30.9	-100	+41	34.6	10.0	52.6	-71	+52	8.5	5.8	12.4	-32	+46
18	40-80	22.2	13.0	27.5	-41	+24	35.1	25.6	40.1	-27	+14	9.2	6.8	12.7	-26	+38
11	80-160	21.2	16.6	23.2	-22	+9	33.8	29.7	38.0	-12	+12	8.9	7.3	10.1	-18	+13
7	160-320	21.3	19.4	22.3	-9	+5	34.4	33.0	36.9	-4	+7	8.4	7.4	8.7	-12	+4
6	320-640	15.7	8.6	18.8	-45	+20	29.1	24.0	32.7	-18	+12	7.7	4.8	9.5	-38	+23
Total		19.5%					32.4%					8.4%				

*Lowest and highest companies in all of the groups listed have not been included in determination of averages.
Total average is average of all cos. included in exhibit.

NOTE: Expenses are expressed as ratios to adjusted direct premiums earned except commissions and other acquisition expenses which are expressed as ratios to written.

STOCK INSURANCE COMPANY EXPENSES