

March 1, 2004

TO: ALL INDIANA AGENTS

Beginning March 1, 2004, Grain Dealers Mutual Insurance Company will lift the current moratorium and once again entertain submissions of new homeowners business from our Indiana agents.

New business offerings must adhere to the following underwriting requirements:

- A minimum policy deductible of \$500 must be applied.
- New business must be supported by a personal auto policy.
- Dwellings constructed prior to 1955 will not be accepted.

The Company will continue to require and emphasize the importance of 2 photographs with each application showing the front and rear of the dwelling. Also, all policies must be written at 100% of value. Please utilize the most current version of the ACORD application for all of your new business submissions. For homeowners, ACORD80 (2003/09), for personal auto, ACORD90 IN (2003/12), and for Dwelling, ACORD84 (2003/09).

At the same time that we open this facility to our Indiana agents, we will begin using the ISO Homeowners 2000 program. A summary comparison of the coverage changes and enhancements is provided with this bulletin. This comparison is not a complete and comprehensive explanation of all coverages. You and your insureds are encouraged to read the contract.

We plan to make available a new Homeowners Quick Quote program. In addition to the current quote functions for personal auto and BOPs, you will be able to quote homeowners quickly and accurately from the Company's web site.

Grain Dealers Mutual Insurance Company is pleased to announce these changes. We appreciate your cooperation and patience, and are confident we can rely upon your continued good judgment and cooperation as we make available and maintain a viable market for homeowners in the state of Indiana.

Bruce Mitchell
Agency Supervisor