

April 2, 2004

TO: ALL NEW MEXICO AGENTS

ANNOUNCING
A NEW WEB SITE QUOTATION FEATURE
***AND* THE NEW HOMEOWNERS 2000 FORMS**

Beginning April 1, 2004, Grain Dealers Mutual Insurance Company 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 insuring contract.

The Company will continue to adhere to the existing 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.

As a reminder, the Company also requires all policies be written at 100% of value. Please utilize the most current version of the ACORD application for all of your new business submissions and attach 2 photographs showing the front and rear of all dwellings.

The preferred and appropriate ACORD applications are:

- ACORD80 (2003/09) for Homeowners;
- ACORD90 NM (2001/03) for Personal Auto; and,
- ACORD84 (2003/09) for Dwelling.

At the same time that we enhance our homeowner product, we will make available a new Homeowners Quick Quote feature. In addition to the current Businessowners Quotation option, 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 contributions as we endeavor to make available and maintain tools and products that assure a viable and successful marketing presence in the state of New Mexico.

Bruce Mitchell

Agency Supervisor