



# GRAIN DEALERS MUTUAL INSURANCE COMPANY

A member of The Main Street America Group



March 24, 2010

Dear Valued New Mexico Customer:

Grain Dealers Mutual's affiliation with The Main Street America Group will provide many excellent opportunities for our New Mexico agent-customers. Our solid 108-year-old franchise, combined with Main Street America's financial strength and track record of sustained profitable growth, even in down cycles, has us very well-positioned to partner with you to achieve mutual success in the future.

As we informed many of you during our recent customer visits, we are unable to move forward with our integration plans in the Land of Enchantment as quickly as we had hoped. Circumstances and business prudence will not allow us to implement all the opportunities gained by our new affiliation in every state all at once.

The sheer magnitude of the integration and implementation process requires us to prioritize and optimize our resources very carefully. But of greater concern, the continued soft market conditions and our unprofitable underwriting results, compels us to discontinue writing new business in the state until we can successfully implement viable and effective products and processes.

Effective April 1, 2010, we will no longer accept new business in the state of New Mexico. Your Grain Dealers Mutual Agency Agreement will remain in-force with no change to the associated terms and conditions. You may continue to actively service and renew your existing book of business.

We will keep you updated on our plans for New Mexico. In the meantime, if you have any questions regarding our decision to discontinue writing new business in the state, please feel free to contact me at (800) 428-7081, ext. 4512.

Sincerely,

Bruce Mitchell  
First Vice President  
Marketing/Distribution/State Filings  
Grain Dealers Mutual Insurance Company