



LOSS COSTS – IMPLEMENTATION

JUNE 22, 2020

COMMERCIAL AUTOMOBILE

LI-CA-2020-269

## WISCONSIN REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS TO BE IMPLEMENTED; NEW FILING FORMAT

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### KEY MESSAGE

Loss costs representing a **+3.8%** statewide change to be implemented.

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### BACKGROUND

In circular [LI-CA-2020-140](#), we provided you with information about the Commercial Auto loss cost level experience review.

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### CONSIDERATION OF COVID-19

In anticipation of long-term behavioral, social and economic changes as a result of COVID-19, we expect, based on the information currently available, that those changes will have a modest but material impact on prospective loss costs for certain risks, and in this filing we have adjusted loss costs to reflect these changes by applying a factor of 0.98 to loss costs for liability and collision.

While there is still great uncertainty around COVID-19, the above referenced adjustments do not contemplate the possibility of widespread viral resurgence or the renewal of stay-at-home orders during the period in which the newly filed loss costs will be in effect. We have assumed that any recurrence of such extreme and unpredictable circumstances would generally be addressed, as appropriate, by individual carriers.

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### ISO ACTION

We are implementing CA-2020-BRLA1, which presents a review of Commercial Auto loss cost experience. Refer to the attached explanatory material for complete details about the filing.

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### IMPORTANT NOTE

#### Change in Format

The filing has been restructured. All explanatory text, for all sections of the filing, appears first; all exhibits are grouped together and appear thereafter, followed by the manual pages. We invite customers to share feedback on this revised format and suggestions for further enhancements by contacting the individuals listed in the Contact Information block.

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## SUPPLEMENTARY INFORMATION

We are including supplementary information for Wisconsin, which provides additional information on the attached loss cost level experience review.

NOTE: This supplementary information is **not** part of the experience review document and, in states where we are making a filing, is **not** part of the filing.

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## EFFECTIVE DATE

The ISO revision is subject to the following rule of application:

These changes are applicable to all policies written on or after November 1, 2020.

This effective date applies only to those insurers who have filed their Commercial Auto loss cost adjustments to be automatically applicable to future ISO loss cost revisions.

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## IMPACT ON THE STATISTICAL REPORTING OF LOSS COST MULTIPLIER

For the purpose of reporting your company Loss Cost Multiplier under the CSP, as of November 1, 2020, the multiplier must be based on the relationship between your gross rates and the ISO advisory prospective loss costs contained in this circular.

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## COMPANY ACTION

You must independently determine the final rates you will use. The action, if any, you must take in response to this filing is dependent upon how you filed to have your loss cost adjustments apply to subsequent revisions of ISO loss costs. Any submission you make with respect to this revision must comply with applicable regulatory filing requirements.

For guidance on submission requirements, consult the ISO State Filing Handbook.

WE WILL SUBMIT OUR REFERENCE FILING TO THE INSURANCE DEPARTMENT ON OCTOBER 22, 2020. ANY SUBMISSION YOU MAY MAKE WITH THE INSURANCE DEPARTMENT WITH RESPECT TO THIS FILING SHOULD NOT BE SUBMITTED PRIOR TO THIS DATE.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number CA-2020-BRLA1, NOT this circular number.

CAUTION: This reference filing revises only certain advisory prospective loss costs for Commercial Auto in this state. In determining whether or not to revise your rates, you should consider the application of your loss cost adjustments to any loss costs not included in this revision.

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## RATING SOFTWARE IMPACT

No new attributes are being introduced with this revision.

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## POLICYHOLDER NOTIFICATION

If you decide to implement this revision, you should check all applicable laws for the state(s) to which this revision applies, to determine whether or not a specific policyholder notice requirement may apply. Please note that circular [LI-CL-2019-057](#) contains the ISO Guide To Renewals With Changed Conditions For Commercial Lines, which is available only as a guide to assist participating companies in complying with various conditional renewal statutes or regulations, for the major commercial lines of insurance serviced by ISO. The information in the Guide does not necessarily reflect all requirements or exceptions that may apply, and it is not intended as a substitute for your review of all applicable statutes and regulations concerning policyholder notification.

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## FUTURE ISO ACTION

We will provide a status report for this and other Basic Limits Loss Costs (BRLA1) revisions. Please refer to the Insurance Lines Services web site ([www.verisk.com/ils](http://www.verisk.com/ils)). In addition to other information, this web site contains copies of major multistate filing status reports that are updated approximately every two weeks.

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## REVISION DISTRIBUTION

We will issue a Notice to Manualholders with an edition date of 11-20 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

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## REFERENCE(S)

- [LI-CA-2020-140](#) (03/04/2020) Commercial Auto Experience Level Indications Reviewed By Staff
- [LI-CL-2019-057](#) (12/10/2019) Revised Lead Time Requirements Listing

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## ATTACHMENT(S)

- Filing CA-2020-BRLA1
- Supplementary Information

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## FILES AVAILABLE FOR DOWNLOAD

To download all files associated with this circular, including attachments in the full circular PDF and/or any additional files not included in the PDF, search for the circular number on [ISOnet Circulars](#). Then click the Word/Excel link under the Full Circular column on the Search Results screen.

Please note that in some instances, not all files listed in the Attachment(s) block (if applicable) are included in the PDF.

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## DATA QUALITY

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification procedures so that only valid data would be used for ratemaking. Subsequent to this initial data submission review, additional analyses on the statistical plan data involving an even more customized data review for this line were performed by staff. During these processes, various data records were excluded from the review. The ISO staff responsible for this circular also reviewed the data for reasonableness.

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## ACKNOWLEDGEMENT OF ACTUARIAL QUALIFICATIONS

The American Academy of Actuaries' "Qualifications Standards for Actuaries Issuing Statements of Actuarial Opinion in the United States" requires that an actuary issuing a Statement of Actuarial Opinion should include an acknowledgment with the opinion that he/she has met the qualification standards of the AAA. ISO considers this loss cost review a Statement of Actuarial Opinion; therefore, we are including the following acknowledgment:

I, Rebecca Gordon, am an Actuarial Associate for ISO, and I, James Davidson, am an Actuarial Director for Commercial Auto for ISO. We are jointly responsible for the content of this Statement of Actuarial Opinion. We are both members of the American Academy of Actuaries and we meet the Qualification Standards of the American Academy of Actuaries to render the actuarial opinion contained herein.

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## OPTIONAL CLASS PLAN INFORMATION

For the latest updates on the Optional Class Plan, visit <https://www.verisk.com/insurance/products/new-commercial-auto-class-plan>.

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## CONTACT INFORMATION

If you have any questions concerning:

- The actuarial content of this circular, please contact:  
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Callers outside the United States, Canada, and the Caribbean may contact us using our global toll-free number (International Access Code + 800 48977489). For information on all ISO products, visit us at [www.verisk.com/iso](http://www.verisk.com/iso). To keep abreast of the latest Insurance Lines Services updates, view [www.verisk.com/ils](http://www.verisk.com/ils).

WISCONSIN  
BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE  
FILING CA-2020-BRLA1  
EXECUTIVE SUMMARY

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**PURPOSE**

This document:

- revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 3.8% statewide change from the loss costs currently in effect.
  - provides the analyses used to derive these advisory loss costs.
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**DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS**

Advisory prospective loss costs in this document are the expected value of that portion of a rate that does not include provisions for expenses (other than loss adjustment expenses) or profit, and are based on historical aggregate losses and loss adjustment expenses adjusted through development to their ultimate value and projected through trending to a future point in time. Throughout this document the words “loss cost” are synonymous with the words “prospective loss cost.”

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**CONSIDERATION OF COVID-19**

In anticipation of long-term behavioral, social and economic changes as a result of COVID-19, we expect, based on the information currently available, that those changes will have a modest but material impact on prospective loss costs for certain risks, and in this filing we have adjusted loss costs to reflect these changes by applying a factor of 0.98 to loss costs for liability and collision.

While there is still great uncertainty around COVID-19, the above referenced adjustments do not contemplate the possibility of widespread viral resurgence or the renewal of stay-at-home orders during the period in which the newly filed loss costs will be in effect. We have assumed that any recurrence of such extreme and unpredictable circumstances would generally be addressed, as appropriate, by individual carriers.

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**OPTIONAL CLASS PLAN LOSS COSTS**

The loss costs contained in this filing CA-2020-BRLA1 are intended for use with the class plan in our standard manual. The prospective loss costs in this filing have also been used as the basis to develop the loss costs for the Optional Class Plan, which are located in companion filing CA-2020-BRLB1.

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**CHANGE IN FORMAT**

In this document, all explanatory material appears first, followed by all exhibits, and then the revised prospective loss costs. Explanatory pages are numbered B-1 through C-25, the exhibits are labeled EXHIBIT A1 through EXHIBIT C17, and the revised prospective loss cost pages are numbered D-1 through D-30.

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**PRIVATE PASSENGER TYPES SPECIFIED CAUSE OF LOSS**

This filing introduces a Loss Cost for Specified Cause of Loss Coverage for Private Passenger Types Vehicles.

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AUTO DEALERS  
LIABILITY  
COVERAGE

The Auto Dealers Liability coverage is not being reviewed this year.

REVISED LOSS  
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors &amp; Trailers</u>	<u>Indicated</u>	<u>Filed</u>
Liability		
Single Limit Liability	3.3%	1.2%
Physical Damage		
Other than Collision	7.3%	7.3%
Collision	11.9%	9.7%
Total Trucks, Tractors & Trailers	5.9%	4.0%
<u>Private Passenger Types</u>		
Liability		
Single Limit Liability	1.5%	-0.5%
Physical Damage		
Other than Collision	7.7%	7.7%
Collision	7.1%	5.0%
Total Private Passenger Types	4.1%	2.4%
<u>Grand Total</u>	5.6%	3.8%

Loss cost level changes are relative to the current loss costs.

INDICATED VS.  
FILED

Indicated changes are based on standard ISO methodology, utilizing a 10/1/2020 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: As mentioned on the previous page, the filed loss costs for liability and collision have been adjusted by a factor of 0.98 to reflect the impact of COVID-19.

PRIOR ISO  
REVISIONS

The latest selected revisions in this state are:

<u>Filing</u>	CA-2019-BRLA1	CA-2018-BRLA1	CA-2017-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	10/1/2019	10/1/2018	10/1/2017
<u>Changes</u>			
Indicated	2.8%	6.5%	5.1%
Filed	2.7%	6.7%	5.1%
Approved	2.7%	6.7%	5.1%

HISTORICAL  
SOURCE DATA

The sources of the data underlying this loss cost review are:

- ISO companies reporting voluntary automobile experience under the Commercial Automobile modules of ISO's statistical plans.

HISTORICAL  
SOURCE DATA  
CONT'D

- 
- Accident year data through year ended 3/31/2019 for all coverages.
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ADJUSTMENTS TO  
REPORTED  
EXPERIENCE

Loss Trend

To adjust the loss data to levels expected to prevail during the period when the revised loss costs will be in effect, historical losses have been multiplied by trend factors. These trend factors are based on the changes in claim cost and claim frequency that are expected to arise between the historical experience period and the prospective period during which the revised loss costs are anticipated to be in effect. Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

Claim cost trend data through fourth quarter 2018 and claim frequency trend data through third quarter 2018 were used in selecting the following annual liability trend factors:

<u>Coverage</u>	<u>Annual Trend Factor</u>
Trucks, Tractors, and Trailers Liability:	
Bodily Injury	+5.5%
Property Damage	+4.2%
Private Passenger Types Liability:	
Bodily Injury	+5.5%
Property Damage	+4.2%
Trucks, Tractors & Trailers OTC	+7.0%
Trucks, Tractors & Trailers Collision	+4.5%
Private Passenger Types OTC	+6.5%
Private Passenger Types Collision	+4.0%

OCN Trend

To recognize the trend in the Original Cost New (OCN) relativities for Trucks, Tractors & Trailers and Private Passenger Type's physical damage, aggregate loss costs at current level have been multiplied by trend factors. The selected annual OCN trend factors for Trucks, Tractors & Trailers are +0.9% and +1.5% for OTC and Collision respectively. For Private Passenger Types, the OCN Trend factors are +1.0% and +0.6% for OTC and Collision respectively.

Standard actuarial procedures have been used in calculating the loss costs including adjusting the losses to ultimate settlement level, reflecting all loss adjustment expenses.

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TEN LARGEST COMPANIES/ GROUPS IN THIS REVIEW

LIABILITY (ASLOB 19.3 & 19.4)

1. Travelers Indemnity Company
2. Zurich American Insurance Company
3. Employers Mutual Casualty Company
4. Cincinnati Insurance Company
5. Sentry Insurance A Mutual Company
6. Western National Mutual Ins. Co.
7. American International Group
8. Nationwide Mutual Insurance Co.
9. Federated Mutual Insurance Company
10. QBE Insurance Corporation

PHYSICAL DAMAGE (ASLOB 21.2)

1. Travelers Indemnity Company
2. Employers Mutual Casualty Company
3. Cincinnati Insurance Company
4. Western National Mutual Ins. Co.
5. Society Insurance Company
6. Zurich American Insurance Company
7. United Fire & Casualty Company
8. Federated Mutual Insurance Company
9. QBE Insurance Corporation
10. Sentry Insurance A Mutual Company

Insurers are listed in descending order based on the percent of statewide written premium volume from Annual Statement Page 15 for the year ending 12/31/2018 for the Annual Statement Line of Business (ASLOB) indicated.

MARKET SHARE

The market share of ISO participating insurers used in this review as measured by Annual Statement Page 15 written premium for the year ending 12/31/2018 is:

Liability (ASLOB 19.3 & 19.4)  
33.3%

Physical Damage (ASLOB 21.2)  
27.2%

COMPANY DECISION

We encourage each insurer to decide independently whether the judgments made and the procedures or data used by ISO in developing the loss costs contained herein are appropriate for its use. We have included within this document the information upon which ISO relied in order to make such independent judgments.

The data underlying the enclosed material comes from companies reporting to Insurance Services Office, Inc. Therefore, the ISO experience permits the establishment of a much broader statistical ratemaking base than could be employed by using any individual company's data. A broader data base enhances the validity of ratemaking analysis derived therefrom. At the same time, however, an individual company may benefit from a comparison of its own experience to the aggregate ISO experience, and may reach valid conclusions with respect to the manner in which its own costs can be expected to differ from ISO's projections based on the aggregate data.

Some calculations included in this document involve areas of ISO staff judgment. Each company should carefully review and evaluate its own experience in order to determine whether the ISO selected loss costs are appropriate for its use.

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WISCONSIN  
COMMERCIAL AUTOMOBILE  
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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

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**INTRODUCTION** Commercial Automobile advisory prospective loss costs are determined by evaluating the adequacy of the current ISO loss costs to pay for our best estimate of losses and all loss adjustment expenses that will be incurred in the prospective (or future) period. This evaluation is done separately by coverage for the major classes.

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**STEP 1:  
DETERMINATION  
OF STATEWIDE  
LOSS COST  
INDICATION** The first step in this process is the determination of the statewide loss cost indication by major class/coverage. In other words, what percentage changes on average must be made to the current ISO loss costs in order to achieve adequacy for the prospective conditions? The percentage changes are presented on the exhibits labeled "Determination of Statewide Advisory Loss Cost Level Change."

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**STEP 2:  
DISTRIBUTION TO  
TERRITORIES** For all of the liability coverages and for Trucks, Tractors & Trailers and Private Passenger Types Physical Damage, ISO then distributes the filed statewide basic limit loss cost change to the individual territorial loss costs by comparing the relative loss experience by territory to the statewide average.

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**STEP 3:  
APPLICATION OF  
PERCENT CHANGES** The last step is the calculation of the ISO advisory prospective loss costs. This is achieved by applying either the filed statewide or territorial changes to the current ISO loss costs. For liability, the percentage change is applied at the basic limit; for physical damage, it is applied at the base OCN, age and deductible. The resulting Loss Costs are displayed in Section D.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 1 – DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGE

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**OBJECTIVE** The objective of this procedure is to determine the indicated statewide advisory loss cost level change. This procedure answers the question: what percentage changes must be made on average to the current ISO loss costs in order for them to be adequate to cover indemnity losses and all loss adjustment expenses incurred in the prospective period in which the revised loss costs are assumed to be in effect?

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**DESCRIPTION** This procedure compares the developed and trended incurred losses and loss adjustment expenses with the aggregate loss costs at current ISO loss cost level, which is the aggregate amount that would have been collected if the current ISO loss costs were used during the experience period. This experience ratio (losses and all loss adjustment expenses divided by aggregate loss costs) is calculated for several years and a weighted average is calculated. The weights are determined as a function of the credibility or volume of claim experience. The average experience ratio is then credibility weighted with the expected experience ratio in order to minimize the impact of random variation in the observed losses. This credibility weighted experience ratio is the indicated statewide advisory loss cost level change in decimal form.

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**EXPERIENCE BASE** The experience used in this review is the latest available as reported under the ISO Commercial Statistical Plan. All coverages are on an accident year basis. For liability, the review is conducted on a \$100,000 basic limits basis - indemnity losses are limited to \$100,000 per occurrence.

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**AGGREGATE LOSS COSTS (Item 1)** The aggregate loss costs at current ISO loss cost level are the loss-related revenue that would have been collected if the current ISO loss costs were used during the experience period. It is calculated by extending the exposures by the current ISO loss costs. For liability, the \$100,000 basic limit loss costs are used. For Trucks, Tractors, and Trailers and Private Passenger Types Physical Damage, loss costs are on an all deductibles combined basis.

Trucks, Tractors & Trailers and Private Passenger Types physical damage aggregate loss costs are placed on the prospective OCN relativity level by the application of OCN trend factors.

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INCURRED  
LOSSES & LAE  
(Item 2)

The incurred losses and loss adjustment expenses are our best estimate of the ultimate payment for indemnity losses and loss adjustment expenses using the claim frequency and severity levels ISO expects to occur during the prospective period for which the revised loss costs will be used.

For the liability coverages, the reported incurred losses and allocated loss adjustment expenses are subject to the following adjustments:

- Incurred indemnity losses are capped at the basic limit;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for unallocated loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

For the physical damage coverages, the reported paid (accident year) losses are subject to the following adjustments:

- Paid Other Than Collision losses are adjusted using an Excess Wind and Water procedure;
- Developed to an ultimate settlement basis by the application of loss development factors;
- Loaded for all loss adjustment expenses;
- Placed on the prospective cost/frequency levels by the application of trend factors.

Refer to Section C for the support for these loss related adjustments.

---

EXPERIENCE  
RATIO  
(Item 3)

The experience ratio is the ratio of the incurred losses and loss adjustment expenses to the aggregate loss costs at current ISO loss cost level. It measures the adequacy of the current ISO loss costs for the prospective period.

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YEAR WEIGHTS  
(Item 4)

The number of years of experience used and year weights are determined by the total number of claims in the experience period. To the extent there is adequate credibility, ISO uses fewer years and gives greater weight to the most recent years. Refer to the credibility pages of Section C for the methodology used to arrive at both the number of years used and the year weights.

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**EXPECTED  
EXPERIENCE  
RATIO  
(Item 7)**

The expected experience ratio is our best prediction of the experience ratio if the most recent data was not available. For this review we have assumed that the current loss costs were adequate when implemented and will be inadequate for the prospective period to the extent of the net trend. It is calculated as the combined trend factor projected for the number of years between the last revision (or review) and this revision.

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**CREDIBILITY**

Credibility is based upon the number of claims for all years in the experience period. The procedure for assigning credibility is outlined in the credibility pages of Section C.

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**CREDIBILITY  
WEIGHTED  
EXPERIENCE  
RATIO**

The average experience ratio is credibility weighted with the expected experience ratio. The resulting credibility weighted experience ratio, converted to a percentage, is the indicated change to the current ISO loss costs.

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## OVERVIEW OF ISO ACTUARIAL PROCEDURES – COMMERCIAL AUTOMOBILE

### STEP 2 – DETERMINATION OF TERRITORY RELATIVITIES

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**OBJECTIVE** The objective of this procedure is to distribute the statewide loss cost indication by territory. In other words, what percentage changes by territory should be made in order to equitably achieve an adequate statewide prospective loss cost level?

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**TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PHYSICAL DAMAGE** For Trucks, Tractors & Trailers and Private Passenger Types, this procedure compares the individual territory experience ratios to the statewide average experience ratio. The territory experience ratio is calculated for the latest 5 years and a statewide weighted-average experience ratio for the same period is calculated using the aggregate loss costs (product of earned car years (col 1) and underlying loss cost (col 2)) as weights. The territory experience ratio is then credibility weighted with the statewide average experience ratio to produce a formula experience ratio. The territory formula experience ratio is then compared to the statewide weighted average formula experience ratio to determine the territory index to state. The territory index is then multiplied by the filed loss cost level change in order to produce the indicated change to the individual territories. This change is then applied to the current territory base loss cost.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY TERRITORY DEVELOPMENT

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COLUMN (1)  
EARNED CAR  
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

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COLUMN (2)  
\$100,000 LOSS  
COST

Average \$100,000 loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the \$100,000 basic limit at the present ISO manual level.

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COLUMN (3)  
5 YEAR ENDED  
EXPERIENCE  
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is Bodily Injury and Property Damage combined and is trended and developed to an ultimate settlement basis including all loss adjustment expenses.

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COLUMN (4)  
EXPERIENCE  
RATIO LOSS  
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average \$100,000 loss cost at present ISO manual level. [Col. (3) / Col. (2)]

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COLUMN (5)  
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

---

COLUMN (6)  
FORMULA  
EXPERIENCE  
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4) x Terr. Group Col. (5)}] \\ & + [\text{SW Total Col.(4) x (1.0 - Terr. Group Col. (5))}] \end{aligned}$$

---

COLUMN (7)  
INDEX TO  
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

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COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO \$100,000 base class loss cost.

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COLUMN (9)  
INDICATED BASE  
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

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COLUMN (10)  
REVISED BASE  
LOSS COST

Revised \$100,000 base loss cost.

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COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change from the present \$100,000 base loss cost to the revised \$100,000 base loss cost.

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EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND  
PRIVATE PASSENGER TYPES  
PHYSICAL DAMAGE TERRITORY DEVELOPMENT

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COLUMN (1)  
EARNED CAR  
YEARS

Number of car-years, or exposures, earned in the latest year. These exposures are used to calculate the weighted averages through the analysis. (For calculating the weighted average of the Experience Ratio in Col (4) and the Formula Experience Ratio in Col (6) the product of [Col(1) x Col(2)] are used as weights).

---

COLUMN (2)  
UNDERLYING  
LOSS COST

Average loss cost at current level (earned aggregate loss cost at current level divided by exposures) is based on the latest accident year experience available and reflects the present ISO manual loss cost trended to a prospective OCN level by the application of OCN factors.

---

COLUMN (3)  
5 YEAR ENDED  
EXPERIENCE  
LOSS COST

Loss cost based on the latest 5 years of experience (for purposes of stability). The loss cost is trended and include all loss adjustment expenses.

---

COLUMN (4)  
EXPERIENCE  
RATIO LOSS  
COST

For each coverage, an experience ratio by territory is derived by dividing the 5 year experience loss cost by the average loss cost at present ISO manual level. [Col. (3) / Col. (2)]

---

COLUMN (5)  
CREDIBILITY

The experience ratio thus calculated is assigned a credibility value on the basis of the number of claims underlying the 5 year pure premium (See Section C for credibility standards). The complement of the credibility is assigned to the statewide experience ratio which appears in Col. (4).

---

COLUMN (6)  
FORMULA  
EXPERIENCE  
RATIO

The formula experience ratio is a credibility weighted average of the territory group experience ratio and statewide experience ratio. The formula is as follows:

$$\begin{aligned} & [\text{Terr. Group Col. (4)} \times \text{Terr. Group Col. (5)}] \\ & + [\text{SW Total Col. (4)} \times (1.0 - \text{Terr. Group Col. (5)})] \end{aligned}$$

---

COLUMN (7)  
INDEX TO  
STATE

Territory indices to state are calculated by dividing the territory formula experience ratio by the statewide average formula experience ratio

[Terr. Col (6) / SW Total Col. (6)]

(Statewide Total Col. (6) is the weighted average formula experience ratio using the individual products of [ Col. (1) x Col. (2) ] as weights.)

---

COLUMN (8)  
BASE CLASS  
LOSS COST

Present ISO base class loss cost.

---

COLUMN (9)  
INDICATED BASE  
LOSS COST

Indicated base class loss cost for a particular territory. It is calculated by applying the product of the statewide loss cost level change and the territory index [Col. (7)] to the present ISO loss cost.

---

COLUMN (10)  
REVISED BASE  
LOSS COST

Revised base loss cost.

---

COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change:  
[Col. (10) / Col. (8)]

---

## LOSS ADJUSTMENT EXPENSE FACTORS

---

### OBJECTIVE

The reported indemnity losses must be loaded for any loss adjustment expenses (LAE) that are not reported in statistical detail to ISO.

---

### LIABILITY COVERAGES

For the liability coverages, allocated loss adjustment expenses are reported in detail to ISO under the Commercial Statistical Plan. Unallocated loss adjustment expenses must be loaded into the losses. A factor representing the ratio of the sum of the incurred indemnity losses plus all LAE to the sum of the incurred indemnity losses plus allocated LAE was selected based on multistate financial data from a Special Call Submission for available writers.

---

### PHYSICAL DAMAGE COVERAGES

For the physical damage coverages, accident year paid indemnity losses are reported. All loss adjustment expenses must be loaded into the reported losses. A factor representing the ratio of incurred losses plus all LAE to incurred losses was selected based on multistate financial data from the Insurance Expense Exhibits for agency and direct writers.

---

## AVERAGE ANNUAL CHANGE IN LOSSES (LOSS TREND)

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**OBJECTIVE** The application of the average annual change in losses to historical data recognizes that advisory loss costs are being made for use in a future period based on historical experience. Due to economic and social factors, claim cost and frequency levels continue to change from those underlying the historical data.

---

**DETERMINATION OF HISTORICAL AVERAGE CLAIM COST TREND** To determine the historical average claim cost trend, ISO makes use of the Least Squares Method fitted to the reported time series data; specifically, an exponential curve represented by the equation  $Y=A(B^X)$  is fitted to the paid claim cost data. The parameters A and B are calculated by regressing Y, which is the applicable claim cost on X, which is the unit of time. The resulting fitted curve allows the determination of a historical average trend for the data under review.

---

**LIABILITY LOSS TREND** The historical average annual change in claim costs for both Bodily Injury and Property Damage coverages are measured in this document using a credibility-weighted mix of multistate and statewide data. Prospective average annual changes for claim frequency have been selected based on the historical multistate data, as well as other relevant factors. Combining the state credibility-weighted claim cost trends with the selected claim frequency trends results in the selected Bodily Injury and Property Damage pure premium trend used to adjust the losses to a prospective level.

---

**TREND CREDIBILITY FOR LIABILITY CLAIM SEVERITY** Trend credibility is based on a full credibility standard of 975,000 claims for BI and 390,000 claims for PD. These standards were developed using a Bayesian analysis. Partial credibility is determined by the following formula:

$$A = C/(C+K)$$

where C equals the number of claims for the latest year ended point and K equals 25,000 for bodily injury and 10,000 for property damage. The resulting table of partial credibilities is shown in this section.

---

LIABILITY:  
FREQUENCY  
TREND

---

The data underlying the claim frequency trend selections is shown on the attached claim frequency exhibits. The exhibits include quarterly points for Multistate incurred frequency trend separately for Trucks, Tractors, and Trailers and Private Passenger Types. As can be seen from these exhibits (and corresponding graphs), frequency for both bodily injury and property damage has generally changed from year to year in an unpredictable manner.

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

---

PHYSICAL  
DAMAGE:  
LOSS TREND

Data Selections

- In our Physical Damage Trend review, we try to include as much data as possible for each deductible level that we analyze. With this goal in mind, for a given deductible level, we include all losses written at or below that deductible level. For example, consider an event causing \$1,500 of damage on a policy written with a \$250 deductible. This would be reported as a \$1,250 loss. In order to include as much data as possible in our review, we would generate 3 different records for this loss, one at each deductible that we analyze:

At \$250 deductible: \$1,250 loss

At \$500 deductible: \$1,000 loss

At \$1,000 deductible: \$500 loss

Each of these deductible levels is analyzed independently of the other levels, so that there are no instances of double-counting loss records.

- Wind and Water losses are removed from our Other Than Collision trend reviews due to the high variability of these types of losses from year to year.

Data Adjustments

In our Physical Damage trend review, we employ two adjustments to the data with the objective of diminishing distortions in the trend that we do not wish to measure. Our goal is to only measure inflationary effects.

1) All losses are divided by the appropriate class plan and age factors that correspond to that record in order to diminish the effect that variations in these factors from one year to the next have on the trend calculation.

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

For example, consider 12 Truck exposures reported with Age Code 1 (current model year, age factor of 1.00). Each exposure experiences a loss of \$500. The average severity of the losses for these 12 exposures is \$500.

Now consider these 12 exposures 5 years in the future. The exposures are now reported with Age Code A (6th preceding model year, age factor of 0.80). Assume that there is 10% inflation per year on all severities. Also assume that each of these 12 exposures experience the same amount of damage as they did 5 years ago. The average severity of the losses for these 12 exposures is now \$644 (taking into account both inflation and the older age of the vehicles).

If we analyze the severity trend without dividing each loss by its corresponding age factor, we get an annual trend of  $(\$644/\$500)^{1/5} - 1 = 5.2\%$

If we first divide each loss by its corresponding age factor, we get an annual trend of  $((\$644/0.80) / (\$500/1.00))^{1/5} - 1 = 10.0\%$

The first calculated severity is not equal to the assumed inflation because the calculation includes the decrease in average severity caused by aging of the vehicles. By dividing each loss record by its corresponding class plan and age factors, we remove distortions on the severity trend caused by the change in the distribution of classes and ages from one year to the next.

2) All Other Than Collision losses are adjusted to correct for the distortion on trend results created by a change in the distribution of types of loss from one year to the next. The Other Than Collision severity is a weighted-average of the severities for each type of loss (glass, fire, theft, etc.). Since each type of loss has a different severity (for example, glass losses have a much smaller severity than other types of loss), then variations in the distribution of types of loss may lead to changes in the severity that we do not want to measure (if one year 5% of losses are glass losses, and the next year 30% of losses are glass losses, we would expect the average severity of all Other Than Collision losses to decrease). To correct this, we calculate the proportion of losses for each type of loss averaged over all years in the experience period.

Consider the following example, where an adjustment is NOT made to the data. Assume 10% annual inflation for all losses:

Type of Loss	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Claims	10	3	15	5
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$500	\$3,000	\$825	\$5,500

Average severity of losses in Year 1 is  $(\$500 + \$3,000) / 13 \text{ claims} = \$269$

Average severity of losses in Year 2 is  $(\$825 + \$5,500) / 20 \text{ claims} = \$316.25$

Average Severity trend =  $(\$316.25/\$269) - 1 = 17.6\%$

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

Now consider the same scenario, where an adjustment IS made to the data:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	10	3	15	5
Percentage of Total Claims	10/13 = 77%	3/13 = 23%	15/20 = 75%	5/20 = 25%

Average Percentage of Claims for Glass losses:  $(77\% + 75\%) / 2 = 76\%$

Average Percentage of Claims for Fire losses:  $(23\% + 25\%) / 2 = 24\%$

The number of claims for each type of loss for each year is replaced by these averages:

	Year 1		Year 2	
	Glass	Fire	Glass	Fire
Type of Loss				
Claims	76% x 13 = 9.88	24% x 13 = 3.12	76% x 20 = 15.2	24% x 20 = 4.8
Severity of Each Loss	\$50	\$1,000	\$55	\$1,100
Total Losses	\$494	\$3,120	\$836	\$5,280

Average severity of losses in Year 1 is  $(\$494 + \$3,120) / 13 \text{ claims} = \$278$

Average severity of losses in Year 2 is  $(\$836 + \$5,280) / 20 \text{ claims} = \$305.80$

Average Severity trend =  $(\$305.80 / \$278) - 1 = 10.0\%$

Note that the total number of claims each year remains unchanged from the total before the adjustment is made.

Year 1 claims =  $9.88 + 3.12 = 13 \text{ claims}$

Year 2 claims =  $15.2 + 4.8 = 20 \text{ claims}$

Although new claims totals by type of loss are used in the calculation, the impact of the adjustment is to change only the loss totals, so frequency figures are not changed. The result is equivalent to a re-weighting of the severities so that each type of loss has a consistent weight from year to year.

By keeping each type of loss' proportion of total claims constant from year to year, we remove distortions in the trend caused by changes in the distribution of types of loss.

PHYSICAL  
DAMAGE:  
LOSS TREND  
(CONT'D)

For the OTC coverages, there is a change to how glass losses are handled when shifting from one deductible to another. ISO collects a coverage code indicating if the deductible is waived for glass losses or not ("full glass" and "non-full glass", respectively). However some insurers waive deductibles on glass losses even when the policy isn't a "full glass" coverage policy. Recently we began to also collect a Type of Loss code indicating if a deductible has been waived for the particular claim. In situations where a claim is reported with a coverage code and Type of Loss code that aren't consistent on how a glass loss was handled, we previously used the coverage code to determine how we interpreted the loss amount. Now this scenario is handled based on the information in the new Type of Loss code.

The trend selections for physical damage are based on the data in the attached exhibits. Each exhibit includes the distribution of losses, by deductible, for the most recent year. We analyze frequency trend and severity trend separately, using data at the \$250, \$500, and \$1,000 deductibles for OTC, and at the \$500, \$1,000, and \$2,000 deductibles for Collision.

Historically, claim frequency (like liability claim frequency) had been variable from year to year, often cyclical. As a result, an exponential curve of the form  $Y=A(B^x)$  did not fit the frequency data well. In the interest of long-term stability, we have selected 0.0% trend factors for frequency.

Based on this multistate experience and on the continued positive trends in the Consumer Price Index for Bodywork, ISO has selected the following annual trends:

	Trucks, Tractors & Trailers <u>Pure Premium</u>	Private Passenger Types <u>Pure Premium</u>
OTC:	+7.0%	+6.5%
COLL:	+4.5%	+4.0%

---

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
12/31/2015	2.831	2.823
03/31/2016	2.847	2.843
06/30/2016	2.866	2.862
09/30/2016	2.877	2.882
12/31/2016	2.913	2.901
03/31/2017	2.925	2.921
06/30/2017	2.942	2.941
09/30/2017	2.945	2.962
12/31/2017	2.966	2.982
03/31/2018	2.999	3.002
06/30/2018	3.016	3.023
09/30/2018	3.033	3.044
12/31/2018	3.061	3.065
03/31/2019	3.074	3.086
06/30/2019	3.118	3.107
09/30/2019	3.158	3.128
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9857	2.8%
12 Point Fit	0.9724	2.9%

## PHYSICAL DAMAGE OCN TREND

---

### OBJECTIVE

In Physical Damage for Trucks, Tractors & Trailers and Private Passenger Types, as new, higher-valued commercial automobiles are introduced, there is an increase in revenue due to the original cost new component of the rating procedure. In order to reflect the revenue impact of the higher-valued vehicles during the prospective period, ISO uses an OCN trend procedure. The effect of this procedure is to reduce the indicated loss costs for Trucks, Tractors & Trailers and Private Passenger Types physical damage coverages.

---

### DESCRIPTION OF ORIGINAL COST NEW DATA

The average original cost new (OCN) relativities for Comprehensive and Collision are displayed on the following exhibits. The data is displayed by coverage. To determine the historical average trend for OCN, ISO makes use of the Least Squares Method to fit a curve to the reported time series data. Specifically, an exponential curve represented by the equation

$$Y = A(B^X)$$

is fitted to the average OCN relativities. Based on the results of these curves, ISO has selected annual OCN trends of 0.9% and 1.5% for Trucks, Tractors & Trailers OTC and Collision coverages respectively. This trend is necessary to reflect the additional revenue generated by the shift in the OCN distribution as new, higher-priced automobiles are introduced.

For Private Passenger Types, OCN trends of 1.0% and 0.6% were selected for the OTC and Collision coverages respectively.

---

## LOSS DEVELOPMENT FOR LIABILITY

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**OBJECTIVE** The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.

---

**DESCRIPTION OF EXPERIENCE PERIOD DATA** For Trucks, Tractors & Trailers and Private Passenger Types Liability, the incurred losses and allocated loss adjustment expenses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of June 30, 2019. In other words, accident year ended March 31, 2019 includes all losses and allocated loss adjustment expenses paid through June 30, 2019 on accidents occurring from April 1, 2018 to March 31, 2019 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2019, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended March 31, 2018 include all loss and loss adjustment expenses paid through June 30, 2019 on accidents occurring from April 1, 2017 to March 31, 2018 and all losses and allocated loss adjustment expenses outstanding on these accidents as of June 30, 2019, 27 months after the inception of the accident year. The immature experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.

---

**DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY** For Bodily Injury Coverage, states are divided into two multistate groups. One group (No-Fault) consists of states with a no-fault law that has a tort threshold. The other group (Tort) contains the remaining states. The applicable multistate group for this state is used in this document. Losses are developed up to 123 months and are based on \$100,000 CSL data. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Beyond 123 months the loss development is assumed to be unity.

For Property Damage Coverage, one multistate group is used. Losses are developed up to 111 months and \$100,000 CSL data is used. Three-year averages for Trucks, Tractors & Trailers and Private Passenger Types are calculated for each link ratio based on a "best three of five" years approach. Specifically, for the latest five years, the highest and lowest ratios were removed from the calculation and the three year average was calculated using the three remaining factors. Development beyond 111 months is assumed to be unity.

---

STATE  
CREDIBILITY  
WEIGHTED  
FACTORS

For Trucks, Tractors & Trailers and Private Passenger Types, statewide loss development factors are credibility weighted with multistate factors. A Bayesian credibility study was done on state 15 to 27 months and 27 to 39 months loss development factors. The study concluded that there is significant statewide variation for bodily injury through 39 months and for property damage through 27 months. For these link ratios, statewide credibility is determined by the formula  $Z = L / (L + K)$ , where Z is the credibility, and L is the 3-year total losses for the particular state (at the earliest of the two evaluations). The complement of credibility is assigned to multistate loss development factors. K is a constant that varies by coverage as follows:

Trucks, Tractors & Trailers

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 2,500,000	\$ 11,000,000
Bodily Injury (no-fault)	900,000	3,000,000
Property Damage	1,500,000	-

Private Passenger Types

	<u>15 to 27</u>	<u>27 to 39</u>
Bodily Injury (tort)	\$ 1,500,000	\$ 4,000,000
Bodily Injury (no-fault)	700,000	1,700,000
Property Damage	600,000	-

TRUCKS,  
TRACTORS &  
TRAILERS AND  
PRIVATE  
PASSENGER  
TYPES

For Trucks, Tractors & Trailers and Private Passenger Types, Bodily Injury loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15 to 27 month factor and 27 to 39 month factor, and the multistate average 39 to ultimate factor.

For the property damage coverage, loss development factors to ultimate are calculated by accumulating the statewide credibility-weighted 15-27 month factor and the multistate average 27 to ultimate factor.

## LOSS DEVELOPMENT FOR PHYSICAL DAMAGE

---

OBJECTIVE	The application of loss development recognizes the important concept that some of the losses for a particular accident year have not been finally determined at the time the experience is compiled.
DESCRIPTION OF EXPERIENCE PERIOD DATA	For Physical Damage, paid losses underlying the statewide loss cost level indications are on an accident year basis and were evaluated as of June 30, 2019. In other words, accident year ended March 31, 2019 includes all losses paid through June 30, 2019 on accidents occurring from April 1, 2018 to March 31, 2019. Similarly, the paid losses for accident year ended March 31, 2018 include all losses paid through June 30, 2019 on accidents occurring from April 1, 2017 to March 31, 2018. The immature paid loss experience reported as of 15 or as of 27 months must be adjusted to a mature or ultimate settlement basis through the use of a loss development factor.
DESCRIPTION OF LOSS DEVELOPMENT METHODOLOGY	For Collision and Other Than Collision coverages, one multistate group is used. Losses are developed to an ultimate settlement basis. Three-year averages are calculated for each age-to-age link ratio. These link ratios are accumulated to develop losses to 123 months. Development beyond 123 months is assumed to be 1.000.

---

## CREDIBILITY PROCEDURE FOR EXPERIENCE LOSS RATIO

---

**OBJECTIVE** The extent to which the state experience is reflected in the development of the prospective loss costs is determined by the credibility of the data for that state. Specifically, ISO credibility procedures are based upon the volume of claims for each coverage separately.

---

**METHODOLOGY** The standards for full credibility were determined from a credibility study using various size of loss distributions for liability, other than collision and collision respectively. Separate standards by coverage/major class for full credibility were calculated using the Mayerson, Jones and Bowers expansion formula.

---

**CREDIBILITY FOR EXPERIENCE LOSS RATIO** The assignment of credibility to the experience loss ratio is based on the total number of claims for the years used. For liability, the claims are based on BI and PD claims combined. For physical damage, credibility is determined separately for OTC and Collision. Partial credibility ( $Z$ ), as used for the experience loss ratio, is determined using the square root rule as follows:

$$Z = \sqrt{\frac{\text{Claims}}{X}}$$

Where  $X$  equals the full credibility standard, by line and coverage, as shown on the following pages of this section.

---

**YEAR WEIGHTS** The weights assigned to the loss ratio by year are based on the credibility of the average number of claims for the years of experience used. A maximum of five years of experience may be used. This procedure is described in detail in the flow chart on the following page. The claim standard used to determine the year weights is based on the credibility standard for each coverage. The schedules of the number of claims required for the year weight assignments are shown on the following pages.

---

COMMERCIAL AUTOMOBILE LIABILITY  
FLOWCHART TO DETERMINE  
YEAR WEIGHTS AND  
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims  $\geq$  11,500,  
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims  $\geq$  1,380,  
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims  $<$  1,380,  
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
FLOWCHART TO DETERMINE  
YEAR WEIGHTS AND  
EXPERIENCE PERIOD CREDIBILITY

Step 1: Determine Number of Years to be used and Year Weights

1. Add latest 2 years of claims and divide by 2 to determine the 2 year average.
2. If 2 year Avg. claims  $\geq$  Full Standard,  
Then use 2 years of experience and assign 70/30 weights.
3. Add latest 3 years of claims and divide by 3 to determine the 3 year average.
4. If 3 year Avg. claims  $\geq$  Intermediate Threshold,  
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims  $<$  Intermediate Threshold,  
Then use 5 years of experience and assign 30/25/20/15/10 weights.

Step 2: Determine the Experience Period Credibility

Calculate partial credibility based on the total number of claims for the number of years used in the review as determined from Step 1.

<u>Coverage</u>	<u>Intermediate Threshold</u>	<u>Full Standard</u>
Trucks, Tractors & Trailers OTC	1,350	11,000
Trucks, Tractors & Trailers Collision	550	4,500
Private Passenger Types OTC	1,050	8,500
Private Passenger Types Collision	450	3,500

Tables For Use With Trend Data

Bodily Injury				Property Damage			
Number of Claims			Cred.	Number of Claims			Cred.
0	-	641	0.00	0	-	256	0.00
642	-	2027	0.05	257	-	810	0.05
2028	-	3571	0.10	811	-	1428	0.10
3572	-	5303	0.15	1429	-	2121	0.15
5304	-	7258	0.20	2122	-	2903	0.20
7259	-	9482	0.25	2904	-	3793	0.25
9483	-	12037	0.30	3794	-	4814	0.30
12038	-	14999	0.35	4815	-	5999	0.35
15000	-	18478	0.40	6000	-	7391	0.40
18479	-	22619	0.45	7392	-	9047	0.45
22620	-	27631	0.50	9048	-	11052	0.50
27632	-	33823	0.55	11053	-	13529	0.55
33824	-	41666	0.60	13530	-	16666	0.60
41667	-	51923	0.65	16667	-	20769	0.65
51924	-	65909	0.70	20770	-	26363	0.70
65910	-	86111	0.75	26364	-	34444	0.75
86112	-	117857	0.80	34445	-	47142	0.80
117858	-	174999	0.85	47143	-	69999	0.85
175000	-	308333	0.90	70000	-	123333	0.90
308334	-	974999	0.95	123334	-	389999	0.95
975000	-	and over	1.00	390000	-	and over	1.00

K = 25,000

K = 10,000

$$\text{CREDIBILITY FORMULA} = (\# \text{ CLAIMS}) / (\# \text{ CLAIMS} + K)$$

ALL LIABILITY COVERAGES  
CREDIBILITY TABLE  
NUMBER OF CLAIMS

<u>Credibility</u>			
0.00*	0	-	28
0.05	29	-	114
0.10	115	-	258
0.15	259	-	459
0.20	460	-	718
0.25	719	-	1,034
0.30	1035	-	1,408
0.35	1,409	-	1,839
0.40	1,840	-	2,328
0.45	2,329	-	2,874
0.50	2,875	-	3,478
0.55	3,479	-	4,139
0.60	4,140	-	4,858
0.65	4,859	-	5,634
0.70	5,635	-	6,468
0.75	6,469	-	7,359
0.80	7,360	-	8,308
0.85	8,309	-	9,314
0.90	9,315	-	10,378
0.95	10,379	-	11,499
1.00		>	11,499

The credibility for the loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

\*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

PHYSICAL DAMAGE  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

OTHER THAN COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	27	0	-	21
0.05	28	-	109	22	-	84
0.10	110	-	247	85	-	191
0.15	248	-	439	192	-	339
0.20	440	-	687	340	-	531
0.25	688	-	989	532	-	764
0.30	990	-	1,347	765	-	1,041
0.35	1,348	-	1,759	1,042	-	1,359
0.40	1,760	-	2,227	1,360	-	1,721
0.45	2,228	-	2,749	1,722	-	2,124
0.50	2,750	-	3,327	2,125	-	2,571
0.55	3,328	-	3,959	2,572	-	3,059
0.60	3,960	-	4,647	3,060	-	3,591
0.65	4,648	-	5,389	3,592	-	4,164
0.70	5,390	-	6,187	4,165	-	4,781
0.75	6,188	-	7,039	4,782	-	5,439
0.80	7,040	-	7,947	5,440	-	6,141
0.85	7,948	-	8,909	6,142	-	6,884
0.90	8,910	-	9,927	6,885	-	7,671
0.95	9,928	-	10,999	7,672	-	8,499
1.00		>	10,999		>	8,499

COLLISION

Cred	Trucks, Tractors & Trailers			Private Passenger Types		
0.00*	0	-	11	0	-	8
0.05	12	-	44	9	-	34
0.10	45	-	101	35	-	78
0.15	102	-	179	79	-	139
0.20	180	-	281	140	-	218
0.25	282	-	404	219	-	314
0.30	405	-	551	315	-	428
0.35	552	-	719	429	-	559
0.40	720	-	911	560	-	708
0.45	912	-	1,124	709	-	874
0.50	1,125	-	1,361	875	-	1,058
0.55	1,362	-	1,619	1,059	-	1,259
0.60	1,620	-	1,901	1,260	-	1,478
0.65	1,902	-	2,204	1,479	-	1,714
0.70	2,205	-	2,531	1,715	-	1,968
0.75	2,532	-	2,879	1,969	-	2,239
0.80	2,880	-	3,251	2,240	-	2,528
0.85	3,252	-	3,644	2,529	-	2,834
0.90	3,645	-	4,061	2,835	-	3,158
0.95	4,062	-	4,499	3,159	-	3,499
1.00		>	4,499		>	3,499

The credibility for loss cost level ratio is determined by the total number of claims for the total number of years of experience used in the review.

\*The credibility underlying the calculation of the statewide indication is subject to a minimum of 5% given that there is at least one claim in the experience period.

WISCONSIN  
CLAIMS PER TERRITORY  
LIABILITY

Territory	Trucks, Tractors & Trailers Incurred Claims 5 Years Ending 3/31/2019 Combined BI and PD	Private Passenger Types Incurred Claims 5 Years Ending 3/31/2019 Combined BI and PD
102	174	39
103	142	45
104	94	11
105	773	189
106	119	21
107	345	78
108	291	65
109	108	13
110	2,730	494
111	750	168
113	835	229
114	863	197
115	193	66
116	777	110
117	864	105
SW Total	9,058	1,830

Claims for Trend

BI	PD
<u>471</u>	<u>1,959</u>

WISCONSIN  
CLAIMS PER TERRITORY  
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 3/31/2019		Private Passenger Types Paid Claims 5 Years Ending 3/31/2019	
	OTC	Coll	OTC	Coll
102	37	104	26	40
103	40	97	23	53
104	71	70	22	22
105	572	546	262	274
106	115	102	40	62
107	211	267	75	103
108	210	188	85	93
109	260	181	68	23
110	1846	1772	706	635
111	606	563	233	243
113	289	416	187	262
114	268	531	202	318
115	61	152	37	87
116	1162	688	287	143
117	1130	753	328	148
SW Total	6,878	6,430	2,581	2,506

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

Other Than Collision losses which result from the perils of Wind and Water are relatively infrequent and do not affect each year similarly. While catastrophic incidents are rare, their impact on loss cost indications can be significant. The occurrence of a weather related catastrophe can result in a large positive indication, followed by an indicated decrease when the catastrophe leaves the experience period in subsequent reviews. This ultimately leads to loss cost instability.

In order to address this ratemaking problem, the Wind and Water procedure removes the Wind and Water losses that actually occur in a given year and replaces them with an expected Wind and Water provision, based on the state's long term history of Wind and Water losses. Due to the lower credibility of catastrophic loss experience, a longer experience period or a larger body of data is necessary to compensate.

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DESCRIPTION OF  
WIND AND WATER  
ADJUSTMENT  
PROCEDURE

The Wind and Water procedure begins by comparing Wind and Water losses to non-Wind and Water losses for each year in the long term review period. Wind and Water losses have been separately identified as losses reported under the Commercial Statistical Plan (CSP) using Type of Loss (TOL) codes 06 and 07. A ratio of Wind and Water to non-Wind and Water losses is calculated for each year.

The long term 'normal' Wind and Water to non-Wind and Water ratio is determined by calculating the average of the Wind and Water to non-Wind and Water ratios for all years for which data is currently available.

The variation from the long term normal Wind and Water to non-Wind and Water ratio is then determined by calculating the difference between the normal ratio and the Wind and Water ratio for each year.

The loss adjustment required in order to bring each year of experience to a normal Wind and Water level is determined by applying the variation factor (column (5)) to the reported non-Wind and Water losses (column (3)).

The major steps of the procedure are shown in the Exhibits on the following pages.

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INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
WISCONSIN

TRUCKS, TRACTORS, AND TRAILERS

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	46,813	1,207,423	1,160,610	0.040	0.066	76,600	1,284,023
1988	194,711	1,275,978	1,081,267	0.180	-0.074	-80,014	1,195,964
1989	47,022	1,970,067	1,923,045	0.024	0.082	157,690	2,127,757
1990	207,144	2,748,917	2,541,773	0.081	0.025	63,544	2,812,461
1991	201,458	2,857,474	2,656,016	0.076	0.030	79,680	2,937,154
1992	169,210	3,314,666	3,145,456	0.054	0.052	163,564	3,478,230
1993	79,699	2,702,804	2,623,105	0.030	0.076	199,356	2,902,160
1994	89,560	3,205,335	3,115,775	0.029	0.077	239,915	3,445,250
1995	302,843	3,632,070	3,329,227	0.091	0.015	49,938	3,682,008
1996	107,690	3,954,197	3,846,507	0.028	0.078	300,028	4,254,225
1997	201,544	4,720,641	4,519,097	0.045	0.061	275,665	4,996,306
1998	369,003	5,404,067	5,035,064	0.073	0.033	166,157	5,570,224
1999	911,382	7,177,826	6,266,444	0.145	-0.039	-244,391	6,933,435
2000	180,760	6,090,512	5,909,752	0.031	0.075	443,231	6,533,743
2001	2,219,192	8,940,800	6,721,608	0.330	-0.224	-1,505,640	7,435,160
2002	948,111	6,025,560	5,077,449	0.187	-0.081	-411,273	5,614,287
2003	241,108	3,901,528	3,660,420	0.066	0.040	146,417	4,047,945
2004	74,750	3,118,130	3,043,380	0.025	0.081	246,514	3,364,644
2005	238,488	2,581,607	2,343,119	0.102	0.004	9,372	2,590,979
2006	212,037	2,594,125	2,382,088	0.089	0.017	40,495	2,634,620
2007	823,006	3,802,216	2,979,210	0.276	-0.170	-506,466	3,295,750
2008	187,059	2,446,994	2,259,935	0.083	0.023	51,979	2,498,973
2009	375,741	2,838,420	2,462,679	0.153	-0.047	-115,746	2,722,674
2010	157,166	3,030,164	2,872,998	0.055	0.051	146,523	3,176,687
2011	664,842	3,717,527	3,052,685	0.218	-0.112	-341,901	3,375,626
2012	414,633	2,416,654	2,002,021	0.207	-0.101	-202,204	2,214,450
2013	206,730	2,361,726	2,154,996	0.096	0.010	21,550	2,383,276
2014	350,864	2,481,327	2,130,463	0.165	-0.059	-125,697	2,355,630
2015	489,368	4,114,264	3,624,896	0.135	-0.029	-105,122	4,009,142
2016	224,366	3,571,502	3,347,136	0.067	0.039	130,538	3,702,040
2017	233,204	3,908,378	3,675,174	0.063	0.043	158,032	4,066,410
2018	683,285	4,931,942	4,248,657	0.161	-0.055	-233,676	4,698,266
2019	406,291	4,434,409	4,028,118	0.101	0.005	20,141	4,454,550

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.106

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
WISCONSIN

PRIVATE PASSENGER TYPES

	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(1) / (3)	AVG (4) - (4)	(3) x (5)	(2) + (6)
YEAR ENDING	OTC WIND & WATER LOSSES	OTC TOTAL LOSSES	TOTAL - WIND&WATER LOSSES	WIND & WATER / NON (W&W)	VARIATION FROM AVG. WIND RATIO	WIND & WATER ADJUSTMENT	ADJ OTC TOTAL LOSSES
1987	58,507	1,070,745	1,012,238	0.058	0.097	98,187	1,168,932
1988	244,974	1,170,747	925,773	0.265	-0.110	-101,835	1,068,912
1989	19,621	1,211,056	1,191,435	0.016	0.139	165,609	1,376,665
1990	181,765	1,556,713	1,374,948	0.132	0.023	31,624	1,588,337
1991	73,501	1,667,195	1,593,694	0.046	0.109	173,713	1,840,908
1992	209,129	1,781,103	1,571,974	0.133	0.022	34,583	1,815,686
1993	42,225	1,402,300	1,360,075	0.031	0.124	168,649	1,570,949
1994	119,029	1,643,202	1,524,173	0.078	0.077	117,361	1,760,563
1995	150,100	1,749,313	1,599,213	0.094	0.061	97,552	1,846,865
1996	51,278	1,807,414	1,756,136	0.029	0.126	221,273	2,028,687
1997	101,157	1,981,010	1,879,853	0.054	0.101	189,865	2,170,875
1998	259,399	2,054,133	1,794,734	0.145	0.010	17,947	2,072,080
1999	518,538	2,610,508	2,091,970	0.248	-0.093	-194,553	2,415,955
2000	80,252	1,929,898	1,849,646	0.043	0.112	207,160	2,137,058
2001	842,842	2,695,645	1,852,803	0.455	-0.300	-555,841	2,139,804
2002	348,135	1,971,320	1,623,185	0.214	-0.059	-95,768	1,875,552
2003	79,608	1,300,140	1,220,532	0.065	0.090	109,848	1,409,988
2004	53,049	1,053,615	1,000,566	0.053	0.102	102,058	1,155,673
2005	97,797	860,861	763,064	0.128	0.027	20,603	881,464
2006	32,688	747,704	715,016	0.046	0.109	77,937	825,641
2007	440,499	1,191,426	750,927	0.587	-0.432	-324,400	867,026
2008	85,886	789,624	703,738	0.122	0.033	23,223	812,847
2009	167,016	1,068,017	901,001	0.185	-0.030	-27,030	1,040,987
2010	99,546	984,673	885,127	0.112	0.043	38,060	1,022,733
2011	354,930	1,269,358	914,428	0.388	-0.233	-213,062	1,056,296
2012	285,112	967,262	682,150	0.418	-0.263	-179,405	787,857
2013	87,643	1,019,157	931,514	0.094	0.061	56,822	1,075,979
2014	99,880	842,139	742,259	0.135	0.02	14,845	856,984
2015	114,390	1,119,400	1,005,010	0.114	0.041	41,205	1,160,605
2016	60,118	1,120,481	1,060,363	0.057	0.098	103,916	1,224,397
2017	178,302	1,261,807	1,083,505	0.165	-0.01	-10,835	1,250,972
2018	230,976	1,339,873	1,108,897	0.208	-0.053	-58,772	1,281,101
2019	204,323	1,331,459	1,127,136	0.181	-0.026	-29,306	1,302,153

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.155

EXPLANATORY MEMORANDUM FOR WIND AND WATER PROCEDURE

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COLUMN (1)  
OTC WIND AND  
WATER LOSSES

Dollar amount of Other Than Collision losses resulting from the perils of Wind and Water (Type of Loss Codes 06 & 07).

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COLUMN (2)  
OTC TOTAL  
LOSSES

Dollar amount of Other Than Collision losses resulting from all perils.

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COLUMN (3)  
OTC LOSSES  
OTHER THAN  
WIND AND WATER

Dollar amount of Other Than Collision losses resulting from all perils other than Wind and Water. Column (2) - Column (1).

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COLUMN (4)  
WIND AND WATER  
TO NON-WIND AND  
WATER RATIO

Ratio of Wind and Water losses to Non-Wind and Water losses.  
Column (1) ÷ Column (3)

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COLUMN (5)  
VARIATION FROM  
AVERAGE WIND  
RATIO

Variation from the long term average Wind and Water to non-Wind and Water ratio.  
Avg (4) - Column (4).

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COLUMN (6)  
WIND AND WATER  
ADJUSTMENT

Wind and Water loss adjustment to bring experience to average Wind and Water level.  
Column (3) \* Column (5).

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COLUMN (7)  
ADJUSTED OTC  
TOTAL LOSSES

Column (2) + Column (6).

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TERRITORIAL WIND AND WATER PROCEDURE  
OTHER THAN COLLISION

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OBJECTIVE

The statewide Wind and Water procedure removes the actual Wind and Water losses that occur in a given year and replaces them with an expected Wind and Water provision. The territorial excess Wind and Water procedure distributes the statewide expected Wind and Water loss provision to the individual territories in proportion to each territory's long-term Wind and Water loss experience.

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DESCRIPTION OF  
TERRITORIAL WIND  
AND WATER  
PROCEDURE

The first step is to calculate long term Wind and Water to non-Wind and Water ratios by territory. The earliest year of historical Wind and Water experience available for Commercial Auto is 1987. As a new year becomes available, it is added to the procedure. For each year, the territorial ratios are calculated as Wind and Water losses divided by non-Wind and Water losses. An average is then taken of all the ratios for each territory to get the long term Wind and Water to non-Wind and Water ratio.

One potential problem with the average ratios is that a high Wind and Water ratio for one year can distort the average ratio for that territory. To mitigate the effect of unusually large ratios, the ratios are capped at 10 times the statewide median of the Wind and Water ratios before calculating the average. (The statewide median ratio is subject to a minimum value of 0.05.)

The territorial capped average Wind and Water ratios are multiplied by the latest 5 years non-Wind and Water losses for each territory to get the territorial expected Wind and Water losses. The territorial expected Wind and Water losses are divided by the statewide total expected Wind and Water losses to get the territorial expected Wind and Water distribution.

The statewide wind provision is calculated for each year from the statewide procedure by subtracting the non-Wind and Water losses from the total adjusted losses. The individual territorial Wind and Water provisions are then calculated by distributing the statewide wind provision to the territories based on the expected Wind and Water distribution.

Territorial adjusted total losses = territorial Wind and Water provision + territorial non-Wind and Water losses

Because the actual Wind and Water losses are replaced with an expected Wind and Water provision, the number of Wind and Water claims must be adjusted. The territorial Wind and Water provision is divided by the territory's average Wind and Water claim cost to produce the adjusted number of Wind and Water claims. The adjusted Wind and Water claims are added to the non-Wind and Water claims, resulting in the total adjusted claims.

A sample of the territory Wind and Water procedure is shown on the following page.

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METHODOLOGY FOR CALCULATING 'WIND & WATER PROVISIONS' BY TERRITORY

In order to develop 'Wind and Water Provisions' by territory, the statewide provision is distributed using each territory's 'expected' wind and water losses. This procedure is illustrated in the following example:

Territory	(1) Long-Term Capped* Ratio of Wind & Water to Non-Wind & Water Losses	(2) Non-Wind & Water Losses for Latest Five Years	(3) 'Expected' Wind & Water Losses for Latest Five Years (1) x (2)	(4) 'Expected' Wind & Water Distribution (3) / Total (3)
A	.250	500,000	125,000	.500
B	.750	100,000	75,000	.300
C	.200	250,000	50,000	.200

Territory	(5) Statewide Wind Provision for Year 20XX **	(6) Territory Wind Provision for Year 20XX (4) x (5)	(7) Non-Wind & Water Losses for Year 20XX	(8) Adjusted Total Losses for Year 20XX (6) + (7)
A	100,000	50,000	150,000	200,000
B		30,000	50,000	80,000
C		20,000	80,000	100,000

Territory	(9) Non-Wind & Water Claims for Year 20XX	(10) Five-Year Average Wind & Water Claim Cost	(11) Adjusted Wind & Water Claims for Year 20XX (6) / (10)	(12) Total Adjusted Claims for Year 20XX (9) + (11)
A	200	500	100	300
B	100	400	75	175
C	150	400	50	200

\* Average of yearly capped ratios of wind & water to non-wind & water losses, based on territory experience capped at 10 times the statewide median wind & water to non-wind & water ratio. The statewide median ratio is subject to a minimum value of 0.05.

\*\* The Statewide Wind Provision for year 20XX = Total Adjusted Losses for Year 20XX - Non-Wind & Water Losses for Year 20XX

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

SUMMARY OF PROSPECTIVE LOSS COST LEVEL CHANGES  
STATEWIDE LOSS COST LEVEL CHANGES (A)

Coverages	Aggregate Loss Cost at Current Level (B)	Loss Cost Changes (C)
<b>TRUCKS, TRACTORS &amp; TRAILERS (D)</b>		
Liability		
Single Limit Liability	\$ 30,467,990	1.2%
Physical Damage		
Other Than Collision	6,030,291	7.3%
Collision	11,500,553	9.7%
Combined	17,530,844	8.9%
Total Trucks, Tractors & Trailers	47,998,834	4.0%
<b>PRIVATE PASSENGER TYPES</b>		
Liability		
Single Limit Liability	5,060,084	-0.5%
Physical Damage		
Other Than Collision	1,622,390	7.7%
Collision	2,421,579	5.0%
Combined	4,043,969	6.1%
Total Private Passenger Types	9,104,053	2.4%
GRAND TOTAL ALL COVERAGES	57,102,887	3.8%
TOTAL LIABILITY	35,528,074	1.0%
TOTAL PHYSICAL DAMAGE	21,574,813	8.4%

(A) An implementation date of 10/01/2020 is assumed for purposes of trending.

(B) Accident Year ending 03/31/2019 Aggregate Loss Cost at Current Level for all coverages. The Liability loss costs are on a Total Limits basis.

(C) Loss Cost changes are calculated on a \$100,000 CSL Basic Limits basis for Liability and on an all deductibles combined basis for Physical Damage.

(D) For Liability and Physical Damage, classes related to Trucks, Tractors & Trailers, such as the Public Automobile classes, are impacted by the Trucks, Tractors & Trailers loss cost level changes.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	1.0%	0.0%
103	-2.1%	0.0%
104	1.8%	0.0%
105	0.0%	0.0%
106	-2.8%	0.0%
107	2.8%	0.0%
108	1.6%	0.0%
109	-0.9%	0.0%
110	0.4%	0.0%
111	4.6%	0.0%
113	5.7%	0.0%
114	0.5%	0.0%
115	1.3%	0.0%
116	1.3%	0.0%
117	0.7%	0.0%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	3.6%	11.5%	3.1%
103	3.7%	10.9%	4.3%
104	9.8%	7.8%	10.0%
105	8.1%	6.6%	8.0%
106	5.5%	9.5%	5.4%
107	8.7%	14.4%	9.4%
108	9.0%	6.9%	8.6%
109	3.8%	4.2%	3.8%
110	3.1%	4.1%	3.6%
111	7.3%	13.1%	8.5%
113	9.5%	14.7%	9.1%
114	10.0%	12.8%	10.9%
115	5.6%	16.8%	7.3%
116	6.8%	11.9%	6.5%
117	13.1%	15.2%	11.9%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR TRUCKS, TRACTORS, AND TRAILERS POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (d)
	\$100,000 CSL	Med Pay (a)	Comprehensive (b)	Collision (c)	
102	388	3	115	214	66
103	283	3	85	203	49
104	229	2	191	193	110
105	256	2	93	177	54
106	212	2	135	185	78
107	219	2	100	159	58
108	187	2	109	140	63
109	113	2	191	175	110
110	224	2	99	177	57
111	203	2	133	173	77
113	297	2	104	172	60
114	366	3	88	212	51
115	312	3	76	188	44
116	158	2	172	198	99
117	142	2	164	190	94

(a) The loss costs for medical payments have been calculated by multiplying a relativity by the Trucks, Tractors, and Trailers CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).

(b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.

(d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.576 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	-0.4%	0.0%
103	-0.8%	0.0%
104	-1.1%	0.0%
105	-1.0%	0.0%
106	-1.5%	0.0%
107	-1.0%	0.0%
108	-0.9%	-33.3%
109	-0.6%	0.0%
110	2.3%	0.0%
111	-3.0%	0.0%
113	-1.2%	0.0%
114	-2.3%	0.0%
115	-1.2%	0.0%
116	0.6%	0.0%
117	-3.2%	0.0%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss (a)
	Comprehensive	Collision	
102	6.7%	3.7%	
103	4.7%	7.2%	
104	8.6%	4.2%	
105	11.8%	3.6%	
106	7.7%	12.4%	
107	10.0%	9.0%	
108	8.5%	6.3%	
109	7.7%	4.1%	
110	6.2%	4.5%	
111	6.7%	5.7%	
113	8.7%	5.7%	
114	12.8%	6.9%	
115	5.3%	5.1%	
116	6.6%	4.9%	
117	8.5%	-1.0%	

- (a) This filing introduces a loss cost for Specified Causes of Loss coverage for Private Passenger Types vehicles, so there is no loss cost level change to list.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (d)
	\$100,000 CSL	Med Pay (a)	Comprehensive (b)	Collision (c)	
102	269	3	96	280	55
103	257	3	89	298	51
104	183	2	189	247	109
105	195	2	114	260	66
106	132	1	154	226	89
107	203	2	99	231	57
108	228	2	89	237	51
109	159	2	237	205	137
110	219	2	120	231	69
111	193	2	112	221	65
113	240	3	75	259	43
114	304	3	97	326	56
115	255	3	80	310	46
116	173	2	257	191	148
117	151	2	179	200	103

- (a) The loss costs for medical payments have been calculated by multiplying a relativity by the Private Passenger Types CSL Liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (b) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.
- (c) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost.
- (d) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.576 to the Private Passenger Types Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	1.0%	0.0%
103	-2.1%	0.0%
104	1.8%	0.0%
105	0.0%	0.0%
106	-2.8%	0.0%
107	2.8%	0.0%
108	1.8%	0.0%
109	-0.6%	0.0%
110	0.3%	0.0%
111	4.8%	33.3%
113	5.7%	0.0%
114	0.5%	0.0%
115	1.3%	0.0%
116	1.3%	0.0%
117	0.5%	0.0%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR VAN POOLS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	3.5%	11.5%	3.1%
103	3.6%	11.2%	4.2%
104	10.2%	7.9%	9.8%
105	8.0%	6.6%	7.8%
106	5.3%	9.3%	6.7%
107	8.5%	14.1%	9.3%
108	8.8%	7.2%	8.5%
109	3.7%	4.2%	3.7%
110	3.1%	4.2%	3.6%
111	7.9%	13.4%	9.7%
113	9.3%	14.1%	8.9%
114	9.8%	12.6%	10.6%
115	6.8%	17.2%	7.1%
116	6.7%	11.6%	6.3%
117	12.8%	14.8%	11.6%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
102	582	7	117	272	67
103	425	5	87	258	50
104	344	4	195	245	112
105	384	5	95	225	55
106	318	4	138	235	80
107	329	4	102	202	59
108	281	3	111	178	64
109	170	2	195	222	112
110	336	4	101	225	58
111	305	4	136	220	79
113	446	5	106	218	61
114	549	7	90	269	52
115	468	6	78	239	45
116	237	3	175	251	101
117	213	3	167	241	96

- (a) The loss costs for Van Pools have been calculated by a relativity of 1.50 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Van Pools CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	1.0%	0.0%
103	-2.1%	-4.0%
104	1.8%	5.3%
105	0.0%	0.0%
106	-2.8%	-5.3%
107	2.8%	5.6%
108	1.6%	0.0%
109	-0.8%	0.0%
110	0.4%	0.0%
111	4.7%	0.0%
113	5.7%	4.2%
114	0.5%	0.0%
115	1.3%	3.8%
116	1.3%	7.7%
117	0.7%	0.0%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	3.5%	11.5%	3.1%
103	3.6%	11.2%	4.2%
104	10.2%	7.9%	9.8%
105	8.0%	6.6%	7.8%
106	5.3%	9.3%	6.7%
107	8.5%	14.1%	9.3%
108	8.8%	7.2%	8.5%
109	3.7%	4.2%	3.7%
110	3.1%	4.2%	3.6%
111	7.9%	13.4%	9.7%
113	9.3%	14.1%	8.9%
114	9.8%	12.6%	10.6%
115	6.8%	17.2%	7.1%
116	6.7%	11.6%	6.3%
117	12.8%	14.8%	11.6%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR TAXIS AND LIMOUSINES POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
102	2406	33	117	272	67
103	1755	24	87	258	50
104	1420	20	195	245	112
105	1587	22	95	225	55
106	1314	18	138	235	80
107	1358	19	102	202	59
108	1159	16	111	178	64
109	701	10	195	222	112
110	1389	19	101	225	58
111	1259	17	136	220	79
113	1841	25	106	218	61
114	2269	31	90	269	52
115	1934	27	78	239	45
116	980	14	175	251	101
117	880	12	167	241	96

- (a) The loss costs for Taxis and Limousines have been calculated by a relativity of 6.20 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the Taxis and Limousines CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 1.27 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	0.9%	0.0%
103	-1.9%	0.0%
104	1.6%	0.0%
105	0.0%	0.0%
106	-2.5%	0.0%
107	2.6%	0.0%
108	2.0%	0.0%
109	-1.6%	0.0%
110	0.0%	0.0%
111	4.7%	0.0%
113	5.2%	0.0%
114	0.5%	0.0%
115	1.8%	0.0%
116	1.2%	0.0%
117	0.0%	0.0%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	3.8%	11.2%	2.2%
103	5.3%	10.9%	3.0%
104	9.8%	7.8%	10.0%
105	8.3%	6.5%	8.6%
106	5.6%	9.1%	5.8%
107	9.4%	14.4%	10.8%
108	8.6%	7.1%	7.3%
109	3.9%	4.6%	4.1%
110	3.0%	3.6%	2.6%
111	6.9%	13.1%	8.0%
113	9.0%	14.3%	7.7%
114	10.7%	13.1%	12.5%
115	6.0%	16.2%	6.9%
116	6.2%	12.2%	6.2%
117	12.7%	15.9%	11.9%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
102	213	4	81	139	46
103	156	6	60	132	34
104	126	4	134	125	77
105	141	4	65	115	38
106	117	4	95	120	55
107	120	4	70	103	41
108	103	4	76	91	44
109	62	3	134	114	77
110	123	4	69	115	40
111	112	4	93	112	54
113	163	4	73	112	42
114	201	5	62	138	36
115	172	4	53	122	31
116	87	3	120	129	69
117	78	3	115	124	66

- (a) The loss costs for School and Church Buses have been calculated by a relativity of 0.55 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the School and Church Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	\$100,000 CSL Liability	\$1,000 Med Pay
102	1.0%	4.8%
103	-2.1%	0.0%
104	1.8%	5.3%
105	0.0%	0.0%
106	-2.7%	0.0%
107	2.8%	0.0%
108	1.7%	0.0%
109	-0.9%	0.0%
110	0.5%	5.3%
111	4.6%	5.6%
113	5.7%	10.5%
114	0.6%	0.0%
115	1.4%	5.9%
116	1.2%	6.3%
117	0.7%	6.3%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss
	Comprehensive	Collision	
102	3.8%	11.2%	2.2%
103	5.3%	10.9%	3.0%
104	9.8%	7.8%	10.0%
105	8.3%	6.5%	8.6%
106	5.6%	9.1%	5.8%
107	9.4%	14.4%	10.8%
108	8.6%	7.1%	7.3%
109	3.9%	4.6%	4.1%
110	3.0%	3.6%	2.6%
111	6.9%	13.1%	8.0%
113	9.0%	14.3%	7.7%
114	10.7%	13.1%	12.5%
115	6.0%	16.2%	6.9%
116	6.2%	12.2%	6.2%
117	12.7%	15.9%	11.9%

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
COMMERCIAL AUTOMOBILE INSURANCE

REVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Liability	\$1,000	Physical Damage		Specified Causes of Loss (e)
	\$100,000 CSL (a)	Med Pay (b)	Comprehensive (c)	Collision (d)	
102	1474	22	81	139	46
103	1075	20	60	132	34
104	870	20	134	125	77
105	973	20	65	115	38
106	806	18	95	120	55
107	832	18	70	103	41
108	711	17	76	91	44
109	429	14	134	114	77
110	851	20	69	115	40
111	771	19	93	112	54
113	1129	21	73	112	42
114	1391	21	62	138	36
115	1186	18	53	122	31
116	600	17	120	129	69
117	540	17	115	124	66

- (a) The loss costs for All Other Buses have been calculated by a relativity of 3.80 to the Trucks, Tractors, and Trailers CSL Liability loss costs.
- (b) The loss costs for medical payments have been calculated by multiplying a relativity by the All Other Buses CSL liability loss costs. The relativities differ by territory and are listed in [EXHIBIT C17](#).
- (c) Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and has been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost.
- (d) Collision base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost, and has been calculated by a relativity of 0.65 to the Trucks, Tractors, and Trailers loss cost.
- (e) The loss costs for Specified Causes of Loss have been calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 AUTOMOBILE LIABILITY INSURANCE - TRUCKS, TRACTORS, AND TRAILERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
03/31/17	\$18,011,423	\$18,175,807	1.009	20%	1,729
03/31/18	\$17,979,472	\$19,356,604	1.077	30%	1,853
03/31/19	\$17,744,898	\$17,736,620	1.000	50%	1,765
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)).				1.025
(7)	EXPECTED EXPERIENCE RATIO (D).				1.049
(8)	CREDIBILITY (E).				0.65
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.033
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				3.3%
(11)	SELECTED CHANGE.				3.3%
(12)	FILED CHANGE.				1.2%
(A)	TRUCK, TRACTOR, AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
TRUCKS, TRACTORS, AND TRAILERS  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND	03/31/17	\$7,117,969	\$5,482,080	
ALLOCATED LOSS	03/31/18	\$6,797,869	\$6,573,782	
ADJUSTMENT EXPENSES	03/31/19	\$5,383,986	\$6,178,575	
(2) DEVELOPED LOSSES AND	03/31/17	\$8,218,051	\$6,054,409	
ALL LOSS ADJUSTMENT	03/31/18	\$8,652,328	\$7,325,165	
EXPENSES (A)	03/31/19	\$8,259,169	\$7,109,068	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		5.5%	4.2%	4.9%
(4) TRENDED LOSSES AND	03/31/17	\$10,740,993	\$7,434,814	\$18,175,807
ALL LOSS ADJUSTMENT	03/31/18	\$10,720,234	\$8,636,370	\$19,356,604
EXPENSES (B)	03/31/19	\$9,696,264	\$8,040,356	\$17,736,620

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:                      B.I. 1.075                      P.D. 1.100  
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B.I.	P.D.
03/31/17	1.074	1.004
03/31/18	1.184	1.013
03/31/19	1.427	1.046

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ( (1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
03/31/17	10/1/16	5.000
03/31/18	10/1/17	4.000
03/31/19	10/1/18	3.000

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - TRUCKS, TRACTORS AND TRAILERS (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE O.T.C	ACCIDENT YEAR ENDING	(1)	(2)	(3)	(4)	(5)
		AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF PAID CLAIMS
	03/31/17	\$6,044,031	\$6,453,292	1.068	20%	1,385
	03/31/18	\$6,095,048	\$6,974,073	1.144	30%	1,386
	03/31/19	\$6,030,291	\$6,320,363	1.048	50%	1,406
COLL.	03/31/17	\$11,200,573	\$11,560,352	1.032	20%	1,320
	03/31/18	\$11,472,161	\$11,543,319	1.006	30%	1,201
	03/31/19	\$11,500,553	\$14,276,294	1.241	50%	1,484

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.081	1.129
(7)	EXPECTED EXPERIENCE RATIO (D).	1.060	1.030
(8)	CREDIBILITY (E).	0.60	0.90
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.073	1.119
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	7.3%	11.9%
(11)	SELECTED CHANGE.	7.3%	11.9%
(12)	FILED CHANGE.	7.3%	9.7%

- (A) TRUCK, TRACTOR AND TRAILER EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 23 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 3 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
TRUCKS, TRACTORS AND TRAILERS  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/17	\$4,066,410	\$8,218,813
	03/31/18	\$4,698,266	\$8,623,083
	03/31/19	\$4,454,548	\$11,450,512
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	03/31/17	\$4,599,638	\$9,277,971
	03/31/18	\$5,319,659	\$9,675,875
	03/31/19	\$5,159,480	\$12,512,089
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		7.0%	4.5%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	03/31/17	\$6,453,292	\$11,560,352
	03/31/18	\$6,974,073	\$11,543,319
	03/31/19	\$6,320,363	\$14,276,294

(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:

1 - LOSS ADJUSTMENT EXPENSE FACTORS:

	O.T.C	COLL.
	1.130	1.130

2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	O.T.C.	COLL.
03/31/17	1.001	0.999
03/31/18	1.002	0.993
03/31/19	1.025	0.967

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ((1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/17	10/1/16	5.000	5.000
03/31/18	10/1/17	4.000	4.000
03/31/19	10/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
TRUCKS, TRACTORS AND TRAILERS  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	03/31/17	\$5,778,232	\$10,399,789
AT CURRENT LEVEL	03/31/18	\$5,883,251	\$10,812,593
	03/31/19	\$5,871,754	\$10,994,793
(2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C)		0.9%	1.5%
(3) TRENDED AGGREGATE LOSS COSTS AT	03/31/17	\$6,044,031	\$11,200,573
CURRENT LEVEL (A)	03/31/18	\$6,095,048	\$11,472,161
	03/31/19	\$6,030,291	\$11,500,553

(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) \* ((1.0 + (2)) \*\* N),  
WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF  
WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF  
10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/17	4/1/16	5.000	5.000
03/31/18	4/1/17	4.000	4.000
03/31/19	4/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 SINGLE LIMIT LIABILITY COVERAGE

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	\$100,000 INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
03/31/15	\$3,326,919	\$3,594,526	1.080	10%	359
03/31/16	\$3,315,193	\$4,032,604	1.216	15%	403
03/31/17	\$3,237,013	\$2,552,509	0.789	20%	353
03/31/18	\$3,160,172	\$2,785,164	0.881	25%	371
03/31/19	\$3,010,163	\$2,839,407	0.943	30%	344
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.951
(7)	EXPECTED EXPERIENCE RATIO (D).				1.049
(8)	CREDIBILITY (E).				0.35
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8)) ).				1.015
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				1.5%
(11)	SELECTED CHANGE.				1.5%
(12)	FILED CHANGE.				-0.5%
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.				
(B)	THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS FROM THE LAST REVISION.				
(C)	LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR BODILY INJURY AND PROPERTY DAMAGE LIABILITY. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE COMBINED TREND FACTOR SHOWN ON THE FOLLOWING PAGE, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR B.I. AND P.D. SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 11,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

INSURANCE SERVICES OFFICE, INC.

WISCONSIN
PRIVATE PASSENGER TYPES
AUTOMOBILE LIABILITY INSURANCE
DETERMINATION OF SINGLE LIMIT LOSSES

Table with 5 columns: Description, ACC. YEAR ENDING, BODILY INJURY, PROPERTY DAMAGE, COMBINED. Rows include incurred losses, developed losses, and trended losses for years 2015-2019.

(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:

- 1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: B.I. 1.075 P.D. 1.100
2 - LOSS DEVELOPMENT FACTORS:

Table with 3 columns: YEAR ENDING, B.I., P.D. showing loss development factors for years 2015-2019.

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ( (1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

Table with 3 columns: YEAR ENDING, AVERAGE DATE OF ACCIDENT, PROJECTION PERIOD. Shows projection periods for years 2015-2019.

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - PRIVATE PASSENGER TYPES (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES

COVERAGE	ACCIDENT YEAR	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF PAID CLAIMS
O.T.C.	03/31/15	\$1,852,139	\$2,038,049	1.100	10%	505
	03/31/16	\$1,838,963	\$2,018,624	1.098	15%	535
	03/31/17	\$1,778,132	\$1,936,633	1.089	20%	547
	03/31/18	\$1,721,165	\$1,863,532	1.083	25%	499
	03/31/19	\$1,622,390	\$1,797,044	1.108	30%	495
COLL.	03/31/17	\$2,606,960	\$2,394,993	0.919	20%	471
	03/31/18	\$2,564,737	\$2,686,460	1.047	30%	476
	03/31/19	\$2,421,579	\$2,888,142	1.193	50%	491

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.096	1.095
(7)	EXPECTED EXPERIENCE RATIO (D).	1.054	1.034
(8)	CREDIBILITY (E).	0.55	0.60
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.077	1.071
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	7.7%	7.1%
(11)	SELECTED CHANGE.	7.7%	7.1%
(12)	FILED CHANGE.	7.7%	5.0%

- (A) PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE.
- (B) THE AGGREGATE LOSS COST AT CURRENT LEVEL IS CALCULATED BY EXTENDING EXPOSURES BY THE CURRENT LOSS COSTS AND ADJUSTING TO A PROSPECTIVE OCN LEVEL BY THE APPLICATION OF OCN TREND FACTORS. (SEE SUBSEQUENT PAGE).
- (C) LOSSES INCLUDE ALL LOSS ADJUSTMENT EXPENSES FOR O.T.C. AND COLL. SEE FOLLOWING PAGE.
- (D) EXPECTED EXPERIENCE RATIO IS EQUAL TO THE LOSS TREND FACTOR DIVIDED BY THE OCN TREND FACTOR, PROJECTED FOR M YEARS. THE PERIOD M IS EQUAL TO THE NUMBER OF YEARS FROM ONE YEAR BEYOND THE IMPLEMENTATION DATE OF THE LAST REVISION TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSES OF TRENDING, SUBJECT TO A MAXIMUM OF THE N-VALUE CORRESPONDING TO THE LATEST YEAR SHOWN ON THE FOLLOWING PAGE, FOOTNOTE B. IN THIS REVISION, THE PERIOD M IS 1.00 YEAR(S).
- (E) CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR O.T.C. AND A 3 YEAR TOTAL OF CLAIMS FOR COLLISION SHOWN IN COLUMN (5). THE STANDARDS FOR FULL CREDIBILITY ARE 8,500 CLAIMS FOR O.T.C. AND 3,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	03/31/15	\$1,160,607	----
	03/31/16	\$1,224,396	----
	03/31/17	\$1,250,974	\$1,743,290
	03/31/18	\$1,281,101	\$2,046,289
	03/31/19	\$1,302,153	\$2,401,576
(2) DEVELOPED LOSSES AND	03/31/15	\$1,311,486	----
ALL LOSS ADJUSTMENT	03/31/16	\$1,383,567	----
EXPENSES (A)	03/31/17	\$1,413,601	\$1,967,948
	03/31/18	\$1,449,092	\$2,296,120
	03/31/19	\$1,487,619	\$2,567,237
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		6.5%	4.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	03/31/15	\$2,038,049	----
ALL LOSS ADJUSTMENT	03/31/16	\$2,018,624	----
EXPENSES (B)	03/31/17	\$1,936,633	\$2,394,993
	03/31/18	\$1,863,532	\$2,686,460
	03/31/19	\$1,797,044	\$2,888,142
(A) PAID LOSSES ARE ADJUSTED BY THE FOLLOWING:			
1 - LOSS ADJUSTMENT EXPENSE FACTORS:		O.T.C	COLL.
		1.130	1.130
2 - LOSS DEVELOPMENT FACTORS:			
	YEAR ENDING	O.T.C.	COLL.
	03/31/15	1.000	-----
	03/31/16	1.000	-----
	03/31/17	1.000	0.999
	03/31/18	1.001	0.993
	03/31/19	1.011	0.946

(B) TRENDED LOSSES ARE EQUAL TO (2) \* ((1.0 + (3)) \*\* N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF ACCIDENT TO ONE YEAR BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/15	10/1/14	7.000	-----
03/31/16	10/1/15	6.000	-----
03/31/17	10/1/16	5.000	5.000
03/31/18	10/1/17	4.000	4.000
03/31/19	10/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE TRENDED  
AGGREGATE LOSS COSTS

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) AGGREGATE LOSS COSTS	03/31/15	\$1,727,742	----
AT CURRENT LEVEL	03/31/16	\$1,731,604	----
	03/31/17	\$1,691,848	\$2,531,029
	03/31/18	\$1,653,377	\$2,504,626
	03/31/19	\$1,575,136	\$2,378,761
(2) SELECTED ANNUAL OCN TRENDED (SEE TRENDED EXHIBIT IN SECTION C)		1.0%	0.6%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	03/31/15	\$1,852,139	----
	03/31/16	\$1,838,963	----
	03/31/17	\$1,778,132	\$2,606,960
	03/31/18	\$1,721,165	\$2,564,737
	03/31/19	\$1,622,390	\$2,421,579
(A) TRENDED AGGREGATE LOSS COSTS ARE EQUAL TO (1) * ((1.0 + (2)) ** N), WHERE N IS EQUAL TO THE NUMBER OF YEARS PROJECTION FROM THE AVERAGE DATE OF WRITING TO SIX MONTHS BEYOND THE ANTICIPATED IMPLEMENTATION DATE OF 10/01/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC AND COLLISION.			

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
03/31/15	4/1/14	7.000	-----
03/31/16	4/1/15	6.000	-----
03/31/17	4/1/16	5.000	5.000
03/31/18	4/1/17	4.000	4.000
03/31/19	4/1/18	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	ADV
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
102	848	407.63	423.10	1.038	0.10	1.047	0.997	384	396	388	1.0%
103	823	401.85	296.38	0.738	0.10	1.017	0.969	289	289	283	-2.1%
104	770	258.18	305.89	1.185	0.05	1.055	1.005	225	234	229	1.8%
105	5009	296.11	293.81	0.992	0.25	1.034	0.985	256	261	256	0.0%
106	1111	246.37	153.10	0.621	0.10	1.005	0.957	218	216	212	-2.8%
107	2232	233.59	269.19	1.152	0.15	1.064	1.013	213	223	219	2.8%
108	2669	191.81	210.03	1.095	0.15	1.055	1.005	184	191	187	1.6%
109	2164	116.30	76.72	0.660	0.05	1.029	0.980	114	115	113	-0.9%
110	24686	235.52	243.46	1.034	0.45	1.042	0.992	223	229	224	0.4%
111	6599	203.29	242.44	1.193	0.25	1.084	1.032	194	207	203	4.6%
113	4028	317.40	392.39	1.236	0.25	1.095	1.043	281	303	297	5.7%
114	4399	418.15	428.94	1.026	0.25	1.043	0.993	364	373	366	0.5%
115	1173	310.69	329.54	1.061	0.10	1.049	0.999	308	318	312	1.3%
116	9324	169.10	176.93	1.046	0.25	1.048	0.998	156	161	158	1.3%
117	10491	153.78	160.56	1.044	0.25	1.047	0.997	141	145	142	0.7%
SW	76326	232.49	243.76	1.048		1.050					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 3.3 PERCENT.

\*\* AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

\*\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8).

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR	\$100000	EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
102	267	280.47	308.30	1.099	0.05	0.995	1.001	270	274	269	-0.4%
103	249	257.96	261.76	1.015	0.05	0.991	0.997	259	262	257	-0.8%
104	95	187.28	78.53	0.419	0.00	0.990	0.996	185	187	183	-1.1%
105	1337	199.93	192.94	0.965	0.10	0.988	0.994	197	199	195	-1.0%
106	182	134.99	90.19	0.668	0.00	0.990	0.996	134	135	132	-1.5%
107	548	207.31	193.68	0.934	0.05	0.987	0.993	205	207	203	-1.0%
108	579	231.54	246.20	1.063	0.05	0.994	1.000	230	233	228	-0.9%
109	169	161.47	236.85	1.467	0.00	0.990	0.996	160	162	159	-0.6%
110	3883	215.58	245.48	1.139	0.20	1.020	1.026	214	223	219	2.3%
111	1383	199.90	158.92	0.795	0.10	0.971	0.977	199	197	193	-3.0%
113	1269	244.57	236.96	0.969	0.10	0.988	0.994	243	245	240	-1.2%
114	1138	310.57	259.72	0.836	0.10	0.975	0.981	311	310	304	-2.3%
115	316	260.97	238.83	0.915	0.05	0.986	0.992	258	260	255	-1.2%
116	1276	172.79	240.90	1.394	0.05	1.010	1.016	172	177	173	0.6%
117	1315	156.76	83.01	0.530	0.05	0.967	0.973	156	154	151	-3.2%
SW	14006	214.92	212.72	0.990		0.994					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.5 PERCENT.

\*\* AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

\*\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8).

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
102	827	79.42	27.37	0.345	0.05	1.074	0.967	111	115	115	3.6%
103	909	71.50	32.66	0.457	0.05	1.079	0.971	82	85	85	3.7%
104	727	118.85	188.62	1.587	0.05	1.136	1.023	174	191	191	9.8%
105	4959	67.28	79.19	1.177	0.20	1.125	1.013	86	93	93	8.1%
106	1294	91.03	82.18	0.903	0.10	1.091	0.982	128	135	135	5.5%
107	2535	68.63	83.07	1.210	0.10	1.122	1.010	92	100	100	8.7%
108	2297	73.94	95.08	1.286	0.10	1.129	1.016	100	109	109	9.0%
109	2121	138.17	117.88	0.853	0.15	1.073	0.966	184	191	191	3.8%
110	23464	67.08	67.35	1.004	0.40	1.069	0.962	96	99	99	3.1%
111	5942	89.08	98.46	1.105	0.20	1.111	1.000	124	133	133	7.3%
113	4184	71.38	91.26	1.279	0.15	1.137	1.023	95	104	104	9.5%
114	4014	61.89	80.21	1.296	0.15	1.140	1.026	80	88	88	10.0%
115	1079	57.23	36.54	0.638	0.05	1.088	0.979	72	76	76	5.6%
116	8478	121.33	133.10	1.097	0.30	1.108	0.997	161	172	172	6.8%
117	9605	102.45	135.27	1.320	0.30	1.174	1.057	145	164	164	13.1%
SW	72435	83.25	92.55	1.112		1.111					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.3 PERCENT.

\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 TRUCKS, TRACTORS, AND TRAILERS (TTT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
102	821	191.53	210.24	1.098	0.15	1.056	1.013	192	218	214	11.5%
103	855	245.16	263.96	1.077	0.10	1.051	1.009	183	207	203	10.9%
104	673	183.17	149.18	0.814	0.10	1.025	0.984	179	197	193	7.8%
105	4863	180.18	168.86	0.937	0.30	1.015	0.974	166	181	177	6.6%
106	1241	180.61	179.66	0.995	0.15	1.040	0.998	169	189	185	9.5%
107	2469	140.95	175.54	1.245	0.20	1.087	1.043	139	162	159	14.4%
108	2294	121.90	109.91	0.902	0.20	1.019	0.978	131	143	140	6.9%
109	2123	169.36	131.23	0.775	0.20	0.993	0.953	168	179	175	4.2%
110	22720	159.27	152.33	0.956	0.60	0.993	0.953	170	181	177	4.1%
111	5771	144.77	164.27	1.135	0.35	1.078	1.035	153	177	173	13.1%
113	4052	146.64	175.10	1.194	0.30	1.092	1.048	150	176	172	14.7%
114	3814	197.95	221.15	1.117	0.30	1.069	1.026	188	216	212	12.8%
115	1038	167.47	245.17	1.464	0.15	1.110	1.065	161	192	188	16.8%
116	8115	185.50	202.78	1.093	0.35	1.064	1.021	177	202	198	11.9%
117	9102	158.26	184.82	1.168	0.40	1.096	1.052	165	194	190	15.2%
SW	69951	164.41	172.28	1.048		1.042					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 11.9 PERCENT.

\*\* AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

\*\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8).

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PHYSICAL DAMAGE - COMPREHENSIVE

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
102	242	95.62	74.74	0.782	0.05	1.093	0.986	90	96	96	6.7%
103	233	101.05	44.23	0.438	0.05	1.075	0.970	85	89	89	4.7%
104	85	188.83	240.00	1.271	0.05	1.117	1.008	174	189	189	8.6%
105	1306	112.76	152.62	1.353	0.15	1.146	1.034	102	114	114	11.8%
106	235	147.73	162.80	1.102	0.05	1.109	1.001	143	154	154	7.7%
107	451	101.02	152.22	1.507	0.05	1.129	1.019	90	99	99	10.0%
108	510	92.22	111.85	1.213	0.10	1.119	1.010	82	89	89	8.5%
109	163	242.23	262.76	1.085	0.05	1.108	1.000	220	237	237	7.7%
110	3501	130.83	134.74	1.030	0.25	1.089	0.983	113	120	120	6.2%
111	1218	110.45	115.03	1.041	0.15	1.099	0.992	105	112	112	6.7%
113	1187	82.72	93.85	1.135	0.10	1.112	1.004	69	75	75	8.7%
114	1125	94.42	134.64	1.426	0.15	1.157	1.044	86	97	97	12.8%
115	342	92.10	55.12	0.598	0.05	1.083	0.977	76	80	80	5.3%
116	918	250.77	258.52	1.031	0.15	1.097	0.990	241	257	257	6.6%
117	1095	170.70	195.42	1.145	0.15	1.114	1.005	165	179	179	8.5%
SW	12611	128.65	142.71	1.109		1.108					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.7 PERCENT.

\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8)

INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PHYSICAL DAMAGE - COLLISION

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES (PPT)

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)
T	EARNED CAR		EXPER LOSS					BASE	BASE	BASE	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS	CLASS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS	LOSS	LOSS
R	03/31/2019	COST	03/31/2019	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV**	CHG***
102	214	242.60	220.11	0.907	0.10	1.033	0.988	270	286	280	3.7%
103	226	246.18	309.69	1.258	0.10	1.068	1.021	278	304	298	7.2%
104	84	201.72	180.11	0.893	0.05	1.039	0.993	237	252	247	4.2%
105	1265	210.02	205.86	0.980	0.25	1.030	0.985	251	265	260	3.6%
106	233	161.77	290.92	1.798	0.10	1.122	1.073	201	231	226	12.4%
107	440	183.58	241.04	1.313	0.15	1.087	1.039	212	236	231	9.0%
108	503	192.98	220.22	1.141	0.15	1.061	1.014	223	242	237	6.3%
109	160	161.42	128.23	0.794	0.05	1.034	0.989	197	209	205	4.1%
110	3462	190.10	195.96	1.031	0.40	1.041	0.995	221	236	231	4.5%
111	1203	169.26	184.62	1.091	0.25	1.058	1.011	209	226	221	5.7%
113	1165	219.49	232.88	1.061	0.25	1.051	1.005	245	264	259	5.7%
114	1091	254.19	282.95	1.113	0.30	1.067	1.020	305	333	326	6.9%
115	338	267.63	279.69	1.045	0.15	1.047	1.001	295	316	310	5.1%
116	895	147.21	152.00	1.033	0.20	1.044	0.998	182	195	191	4.9%
117	1081	160.10	118.17	0.738	0.20	0.985	0.942	202	204	200	-1.0%
SW	12360	195.92	205.22	1.047		1.046					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 7.1 PERCENT.

\*\* AS MENTIONED IN THE EXECUTIVE SUMMARY, THE REVISED LOSS COSTS ARE THE INDICATED LOSS COSTS ADJUSTED BY A FACTOR OF .98 TO REFLECT THE IMPACT OF COVID-19.

\*\*\* PERCENTAGE CHANGE IN LOSS COST IS (COL 10/COL 8).

## INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

		<u>Bodily Injury</u> (000's)					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
<u>ITEM</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>			
(1) Direct Losses Incurred	4,534,035	5,191,223	5,663,590	6,258,279	6,443,423			
(2) Allocated Loss Adjustment Expenses Incurred	480,175	580,765	638,270	676,653	650,817			
(3) Unallocated Loss Adjustment Expense Incurred	449,751	472,235	480,388	510,398	519,189			
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	9.0%	8.2%	7.6%	7.4%	7.3%	7.4%	7.9%	
(5) Selected Factor							7.5%	

		<u>Property Damage</u> (000's)					3 YR. <u>AVG</u>	5 YR. <u>AVG</u>
<u>ITEM</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>			
(1) Direct Losses Incurred	955,051	1,027,893	1,143,065	1,144,298	1,236,531			
(2) Allocated Loss Adjustment Expenses Incurred	63,839	74,267	61,197	65,225	63,477			
(3) Unallocated Loss Adjustment Expense Incurred	125,980	125,216	123,301	129,471	135,429			
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	12.4%	11.4%	10.2%	10.7%	10.4%	10.5%	11.0%	
(5) Selected Factor							10.0%	

All items are from Special Call Submission for available writers.

## INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Factor to Include all Loss Adjustment Expenses

		(000's)					3 YR.	5 YR.
<u>ITEM</u>		<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	4,018,641	4,299,932	4,813,793	5,446,118	5,531,658		
(2)	Loss Adjustment Expenses Incurred	658,105	579,036	622,719	702,553	716,345		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.164	1.135	1.129	1.129	1.129	1.129	1.137
(4)	Selected							1.130

Items (1) and (2) are from the Insurance Expense Exhibits for agency and direct writers.

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
 DETERMINATION OF FACTORS TO ADJUST ACCIDENT YEAR  
 LOSS RATIOS FOR SUBSEQUENT CHANGES

AVERAGE PAID CLAIM COST DATA

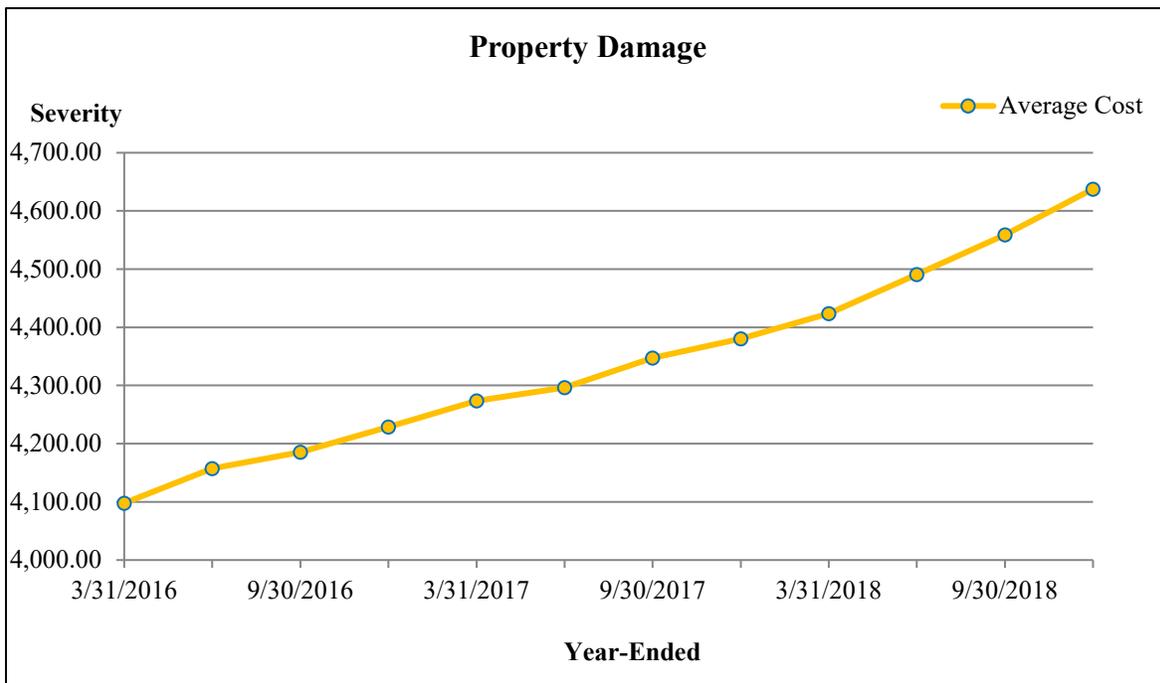
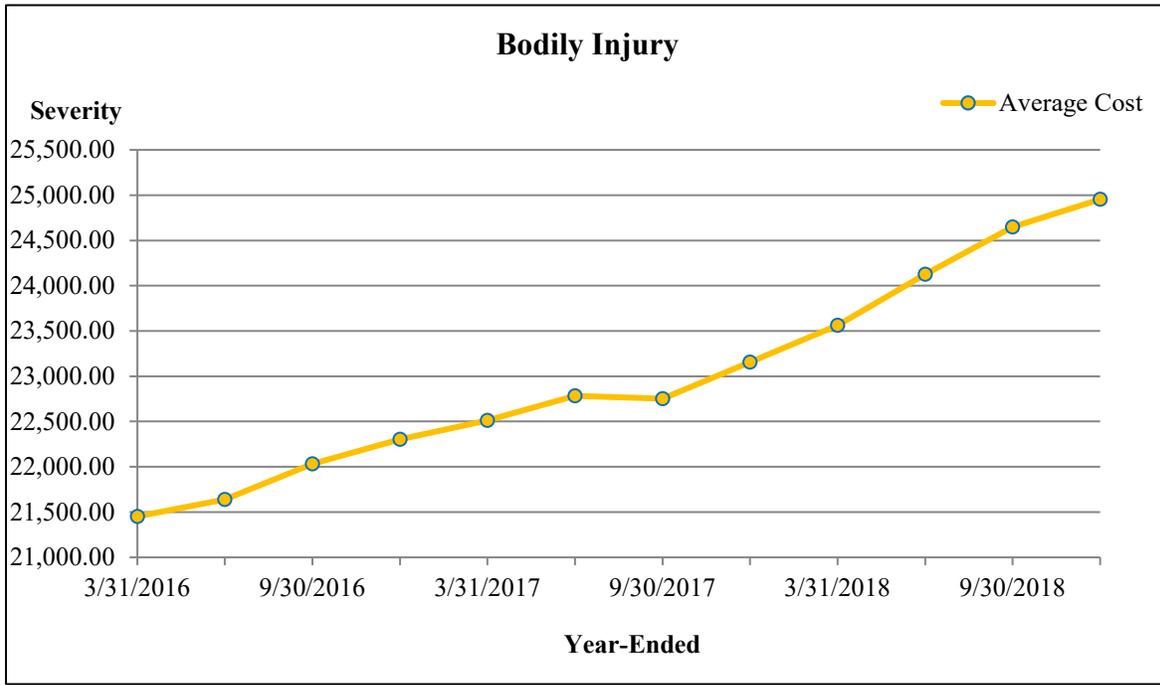
YEAR ENDED	WISCONSIN				MULTISTATE*			
	BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)		BODILY INJURY (\$100000 LIMITS)		PROPERTY DAMAGE (\$100000 LIMITS)	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2016	21781.15	21315.00	3872.75	3895.57	21452.49	21338.63	4097.81	4094.24
6/30/2016	21405.96	21452.28	3952.54	3930.78	21640.70	21626.08	4157.45	4137.34
9/30/2016	21518.54	21590.44	4068.71	3966.32	22032.66	21917.40	4185.35	4180.90
12/31/2016	22075.39	21729.50	4018.35	4002.18	22305.11	22212.64	4228.88	4224.91
3/31/2017	21510.71	21869.45	4068.86	4038.36	22511.43	22511.86	4273.58	4269.39
6/30/2017	21960.53	22010.30	3978.54	4074.87	22784.19	22815.11	4296.48	4314.33
9/30/2017	21580.30	22152.05	4027.44	4111.71	22751.25	23122.44	4347.40	4359.75
12/31/2017	21901.66	22294.72	4076.58	4148.89	23154.91	23433.92	4380.42	4405.65
3/31/2018	22309.87	22438.31	4127.43	4186.40	23561.65	23749.59	4423.60	4452.02
6/30/2018	22566.92	22582.83	4310.09	4224.25	24127.67	24069.51	4490.97	4498.89
9/30/2018	23589.94	22728.27	4326.27	4262.44	24648.04	24393.74	4558.73	4546.25
12/31/2018	22875.69	22874.65	4321.37	4300.97	24953.34	24722.34	4637.72	4594.11

		BODILY INJURY		PROPERTY DAMAGE	
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)				
	(A) WISCONSIN	2.6%		3.7%	
	(B) MULTISTATE	5.5%		4.3%	
(10)	CREDIBILITY	0.00		0.15	
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	5.5%		4.2%	
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%		0.0%	
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	5.5%		4.2%	

\* EXCLUDES MASSACHUSETTS

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability  
Average Paid Claim Cost Experience  
Multistate\*



\*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
INCURRED CLAIM FREQUENCY

MULTISTATE\*

TRUCKS, TRACTORS, AND TRAILERS

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
12/31/2012	0.7355		2.6523	
3/31/2013	0.7330		2.6853	
6/30/2013	0.7440		2.7160	
9/30/2013	0.7560		2.7489	
12/31/2013	0.7561	2.8% &	2.7667	4.3% &
3/31/2014	0.7707		2.8565	
6/30/2014	0.7615		2.8560	
9/30/2014	0.7580	0.3%	2.8630	4.2%
12/31/2014	0.7634		2.8658	
3/31/2015	0.7542		2.8301	
6/30/2015	0.7626		2.8382	
9/30/2015	0.7717	1.8%	2.8619	0.0%
12/31/2015	0.7859		2.8770	
3/31/2016	0.8009		2.8604	
6/30/2016	0.8113		2.8688	
9/30/2016	0.8190	6.1%	2.8747	0.4%
12/31/2016	0.8230		2.8738	
3/31/2017	0.8259		2.8501	
6/30/2017	0.8321		2.8439	
9/30/2017	0.8268	1.0%	2.8082	-2.3%
12/31/2017	0.8239		2.7930	
3/31/2018	0.8187		2.8032	
6/30/2018	0.8095		2.8067	
9/30/2018	0.8054	-2.6%	2.7990	-0.3%

\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

&amp; CHANGE BASED ON YEAR ENDING 12/31/2013 divided by 12/31/2012

INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTO LIABILITY  
INCURRED CLAIM FREQUENCY

MULTISTATE\*

PRIVATE PASSENGER TYPES

<u>YEAR</u> <u>ENDING</u>	<u>BODILY INJURY</u> <u>ACTUAL</u>	<u>BODILY INJURY</u> <u>ACTUAL CHANGE@</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL</u>	<u>PROPERTY DAMAGE</u> <u>ACTUAL CHANGE@</u>
12/31/2012	0.8711		3.1723	
3/31/2013	0.8593		3.1432	
6/30/2013	0.8532		3.0989	
9/30/2013	0.8616		3.1097	
12/31/2013	0.8680	-0.4% &	3.1399	-1.0% &
3/31/2014	0.8645		3.1695	
6/30/2014	0.8651		3.1686	
9/30/2014	0.8549	-0.8%	3.1242	0.5%
12/31/2014	0.8504		3.0988	
3/31/2015	0.8306		3.0699	
6/30/2015	0.8147		3.0428	
9/30/2015	0.8126	-4.9%	3.0784	-1.5%
12/31/2015	0.8122		3.0889	
3/31/2016	0.8248		3.0901	
6/30/2016	0.8310		3.1116	
9/30/2016	0.8464	4.2%	3.1038	0.8%
12/31/2016	0.8370		3.0882	
3/31/2017	0.8347		3.0235	
6/30/2017	0.8335		2.9874	
9/30/2017	0.8112	-4.2%	2.9073	-6.3%
12/31/2017	0.8110		2.8743	
3/31/2018	0.8170		2.8885	
6/30/2018	0.8150		2.8403	
9/30/2018	0.8133	0.3%	2.7969	-3.8%

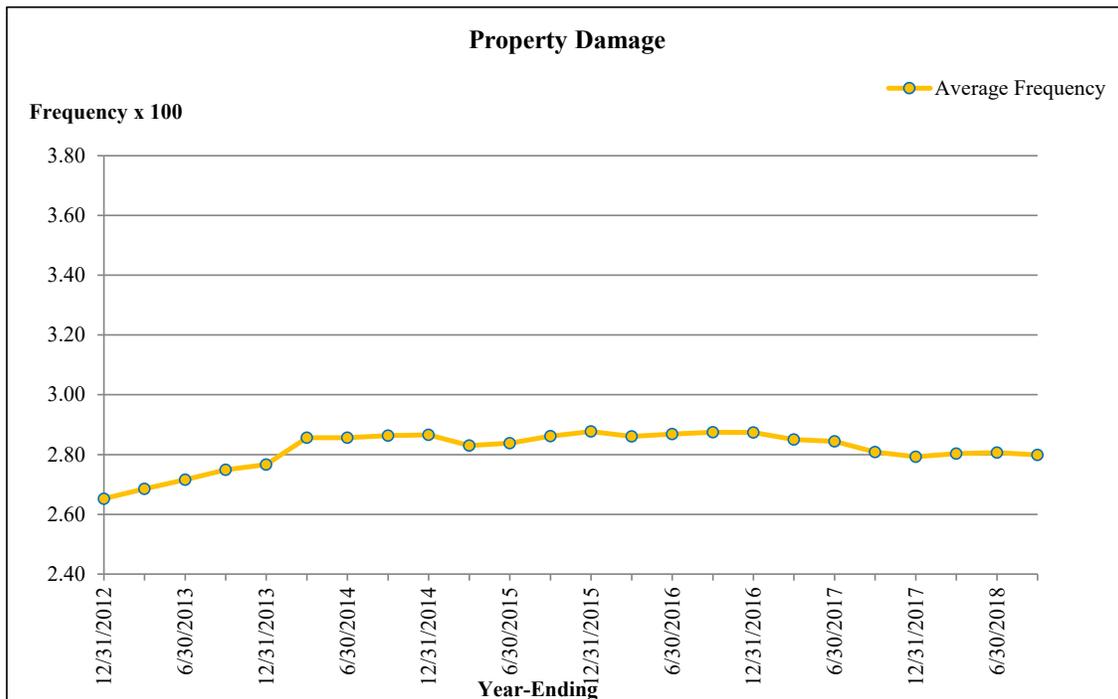
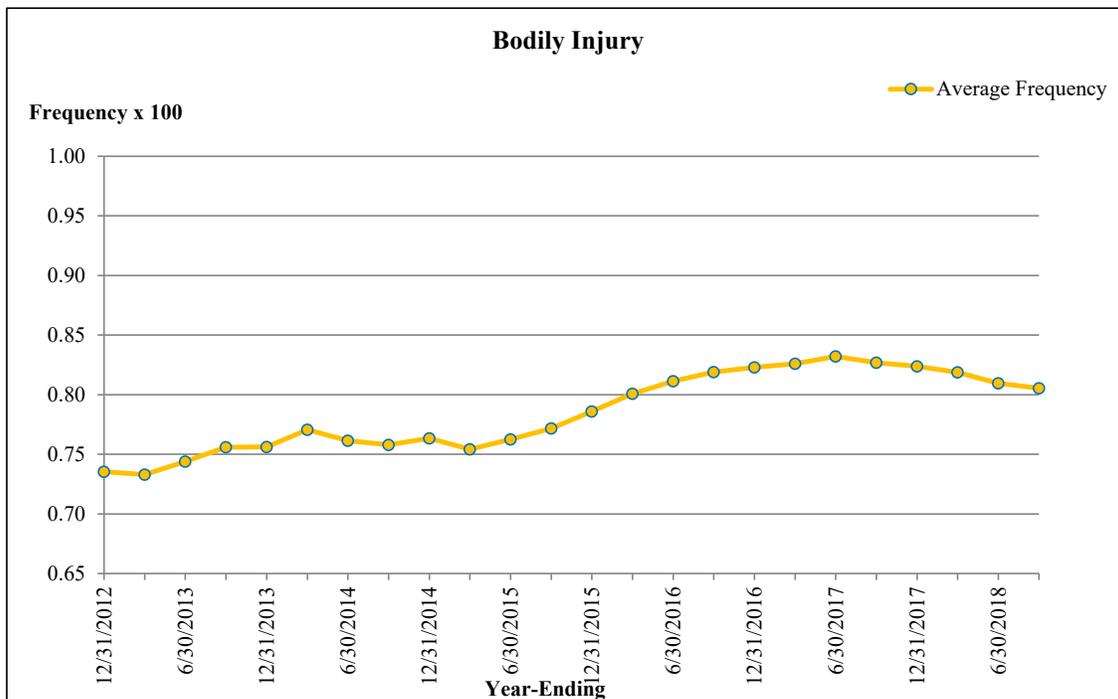
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 9/30/XXXX

&amp; CHANGE BASED ON YEAR ENDING 12/31/2013 divided by 12/31/2012

INSURANCE SERVICES OFFICE, INC.

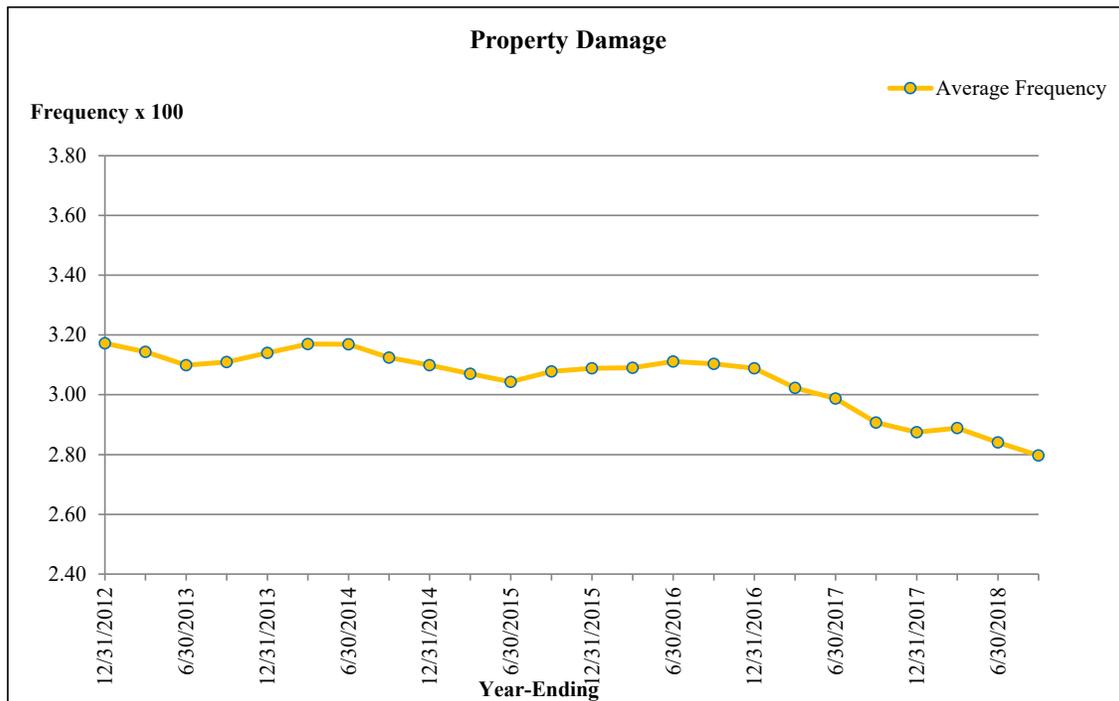
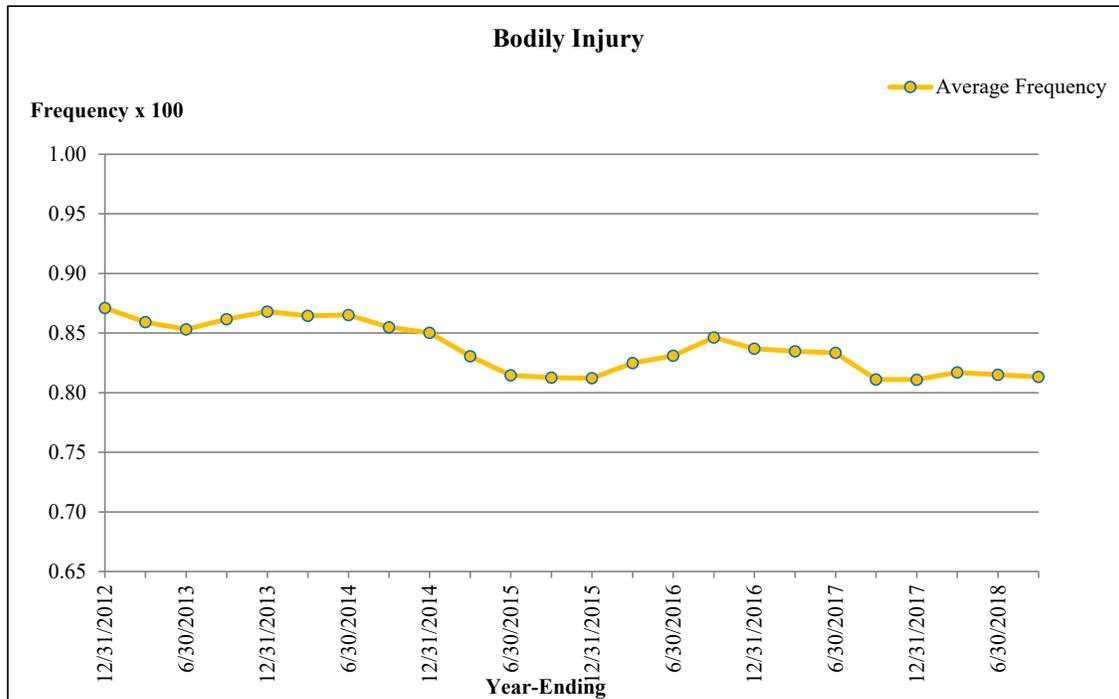
Commercial Automobile Liability  
 Incurred Claim Frequency Experience  
 Trucks, Tractors, and Trailers  
 Multistate\*



\*Excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile Liability  
 Incurred Claim Frequency Experience  
 Private Passenger Types  
 Multistate\*



\*Excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2014	2.50		1.40		0.92	
12/31/2014	2.47		1.37		0.90	
6/30/2015	2.37		1.35		0.89	
12/31/2015	2.31	-6.5%	1.35	-1.5%	0.89	-1.1%
6/30/2016	2.22		1.34		0.91	
12/31/2016	2.22	-3.9%	1.34	-0.7%	0.90	1.1%
6/30/2017	2.23		1.36		0.90	
12/31/2017	2.26	1.8%	1.41	5.2%	0.92	2.2%
6/30/2018	2.38		1.47		0.94	
12/31/2018	2.49	10.2%	1.53	8.5%	0.96	4.3%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.4%
\$50	0.4%
\$100	2.5%
\$200	0.2%
\$250	9.3%
\$500	36.3%
\$1,000	44.1%
\$2,000	4.3%
\$3,000	0.9%
\$5,000	1.6%

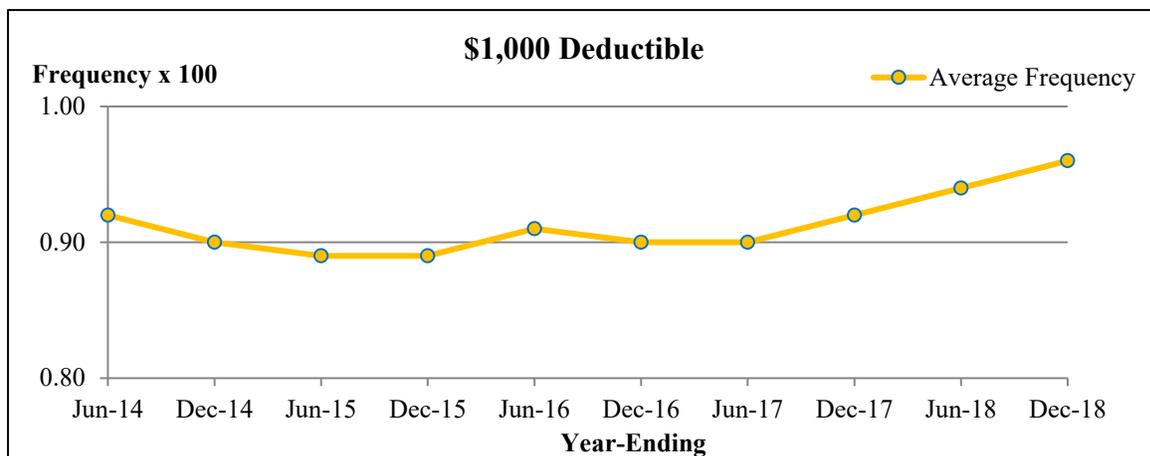
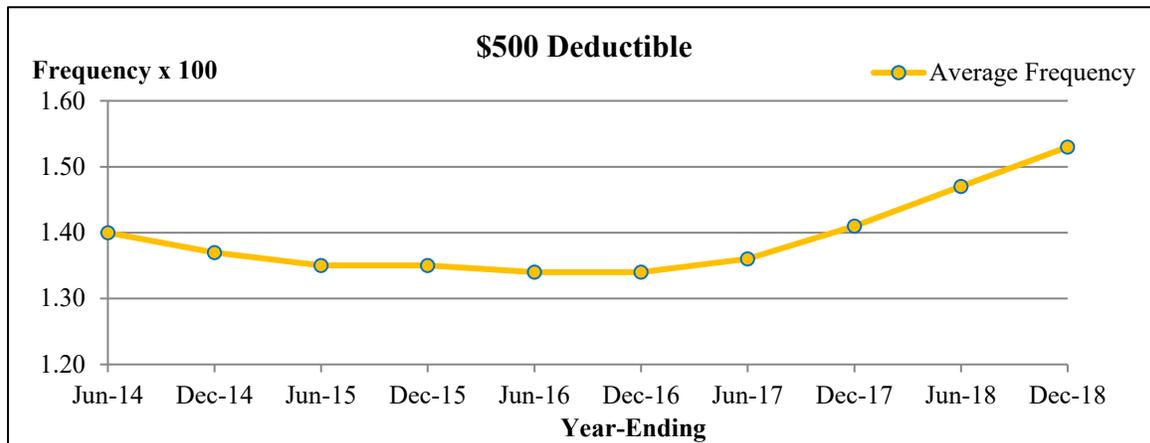
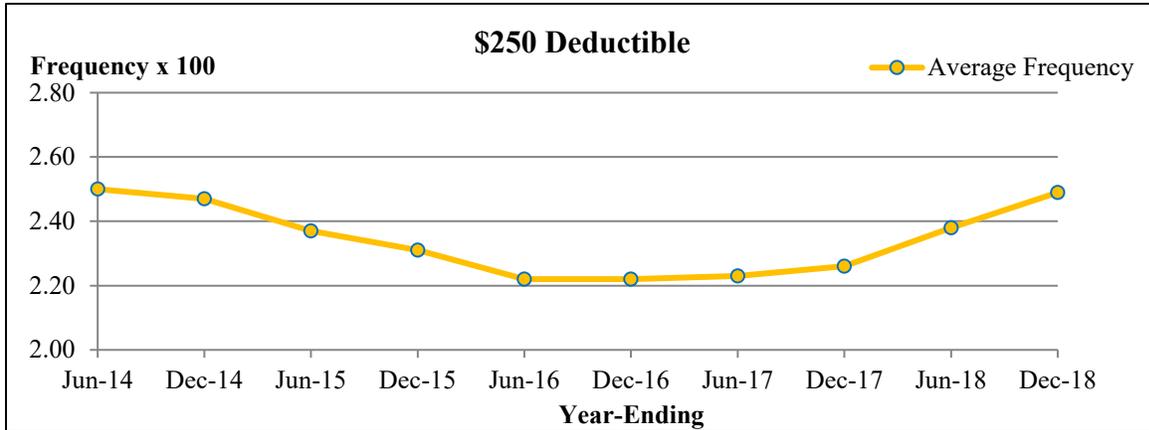
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 12/31/xxxx

\*\*\* Deductibles above \$1,000, totaling 6.8% of losses, are excluded from the trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts

Selected Other Than Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
6/30/2014	2,885.88	4,948.54	7,327.88
12/31/2014	2,981.15	5,079.85	7,452.83
6/30/2015	3,055.82	5,160.68	7,491.47
12/31/2015	3,156.42	5,431.05	7,733.42
6/30/2016	3,403.34	5,597.25	8,031.89
12/31/2016	3,469.71	5,649.55	8,378.59
6/30/2017	3,534.58	5,945.59	8,739.47
12/31/2017	3,708.55	6,293.24	9,153.24
6/30/2018	3,753.56	6,314.13	9,369.71
12/31/2018	3,862.44	6,393.21	9,409.87

Average Annual Change Using Exponential Fits:

10 point fit:	7.0%	6.4%	6.6%
8 point fit:	6.8%	6.5%	7.4%
6 point fit:	5.4%	6.2%	6.9%

Selected severity trend:	7.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	7.0%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2014	2.32		1.98		1.58	
12/31/2014	2.32		1.99		1.59	
6/30/2015	2.29		1.98		1.60	
12/31/2015	2.31	-0.4%	2.01	1.0%	1.63	2.5%
6/30/2016	2.29		2.01		1.63	
12/31/2016	2.38	3.0%	2.08	3.5%	1.68	3.1%
6/30/2017	2.40		2.07		1.69	
12/31/2017	2.33	-2.1%	2.00	-3.8%	1.65	-1.8%
6/30/2018	2.35		2.02		1.67	
12/31/2018	2.37	1.7%	2.03	1.5%	1.70	3.0%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.8%
\$500	34.1%
\$1,000	53.5%
\$2,000	5.4%
\$3,000	1.6%
\$5,000	3.6%

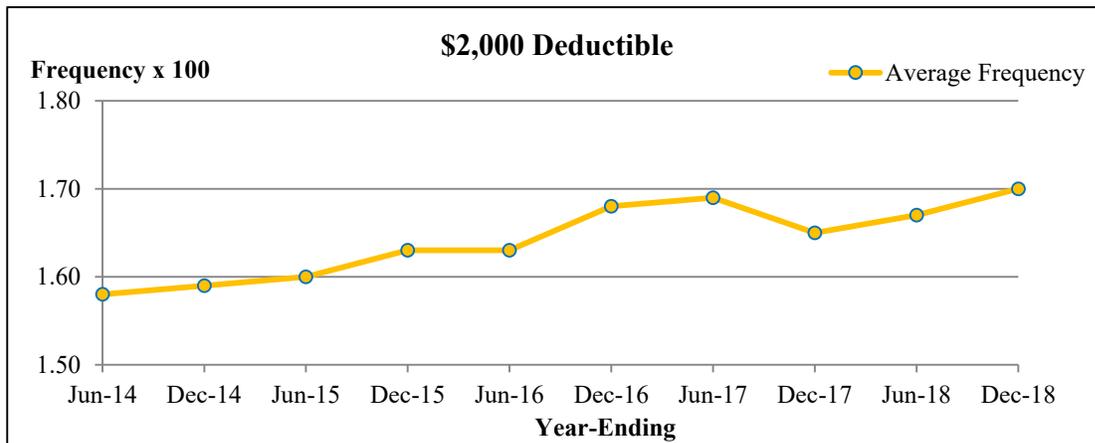
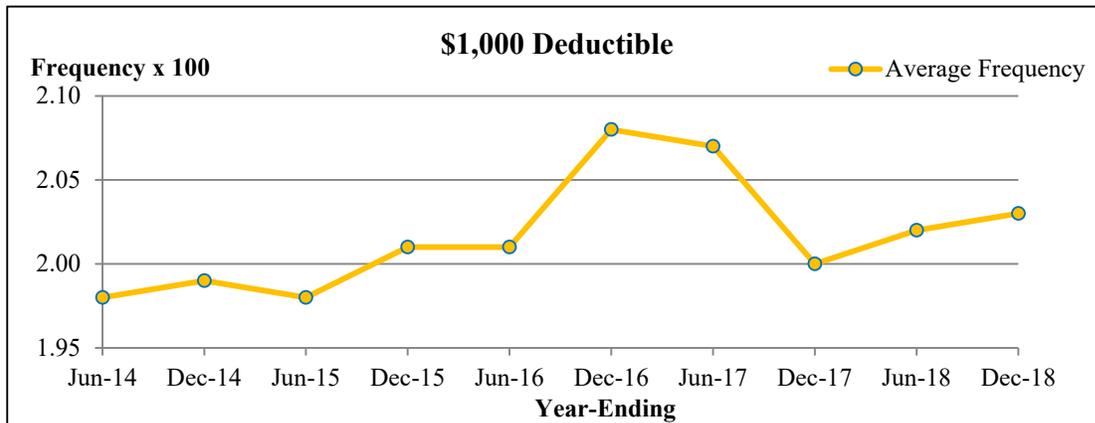
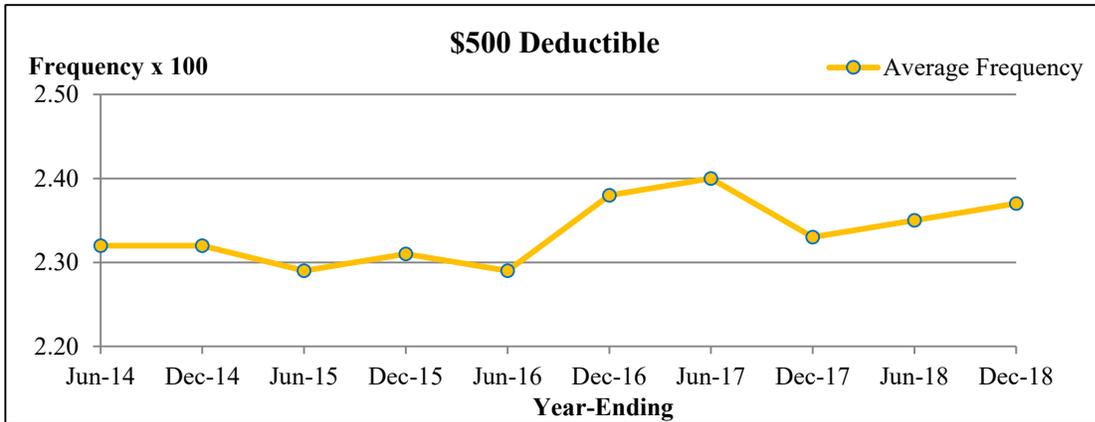
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 12/31/xxxx

\*\*\* Deductibles above \$2,000, totaling 5.2% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Trucks, Tractors & Trailers Physical Damage  
Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts

Selected Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Trucks, Tractors & Trailers Physical Damage  
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
6/30/2014	8,006.95	9,709.23	10,578.28
12/31/2014	8,328.42	10,052.35	10,996.98
6/30/2015	8,624.52	10,264.31	11,154.78
12/31/2015	8,784.58	10,478.77	11,361.59
6/30/2016	9,123.06	10,789.93	11,709.15
12/31/2016	9,290.63	10,973.53	11,920.32
6/30/2017	9,302.59	10,979.20	11,887.61
12/31/2017	9,547.23	11,200.14	12,123.28
6/30/2018	9,800.39	11,561.15	12,548.35
12/31/2018	10,206.82	11,967.55	12,822.63

Average Annual Change Using Exponential Fits:

10 point fit:	5.0%	4.3%	4.0%
8 point fit:	4.5%	4.1%	3.8%
6 point fit:	4.4%	4.0%	3.7%

Selected severity trend:	4.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.5%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$250 Deductible		\$500 Deductible		\$1,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2014	5.47		3.24		1.93	
12/31/2014	5.30		3.18		1.92	
6/30/2015	4.95		3.07		1.89	
12/31/2015	4.97	-6.2%	3.15	-0.9%	1.94	1.0%
6/30/2016	4.97		3.19		1.98	
12/31/2016	4.98	0.2%	3.09	-1.9%	1.92	-1.0%
6/30/2017	4.83		2.99		1.89	
12/31/2017	4.79	-3.8%	3.03	-1.9%	1.94	1.0%
6/30/2018	5.04		3.16		2.00	
12/31/2018	5.13	7.1%	3.30	8.9%	2.05	5.7%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
Full	0.3%
\$50	0.6%
\$100	3.3%
\$200	0.8%
\$250	12.1%
\$500	43.5%
\$1,000	36.7%
\$2,000	1.8%
\$3,000	0.2%
\$5,000	0.7%

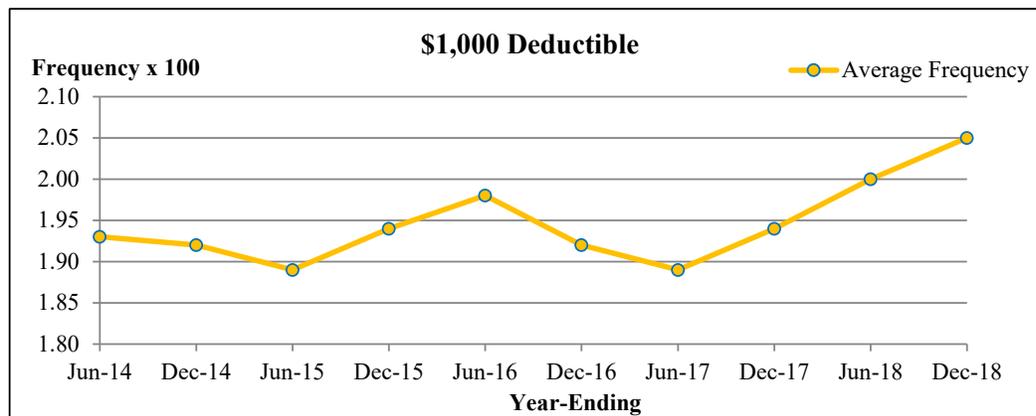
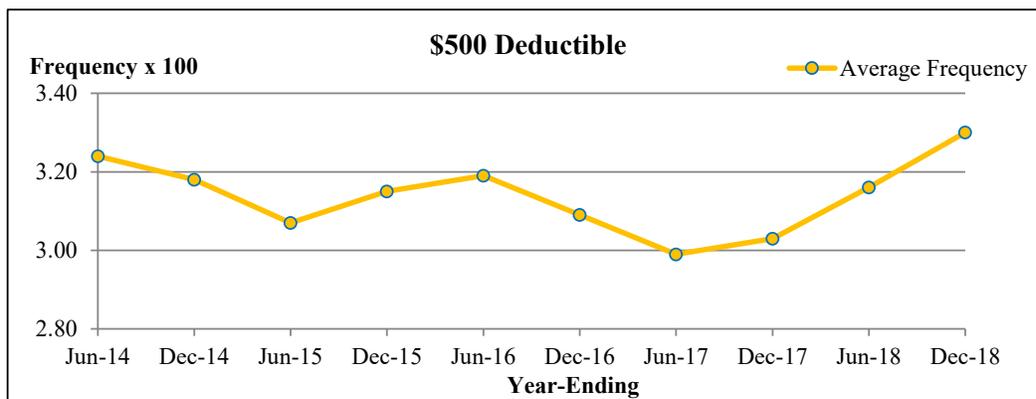
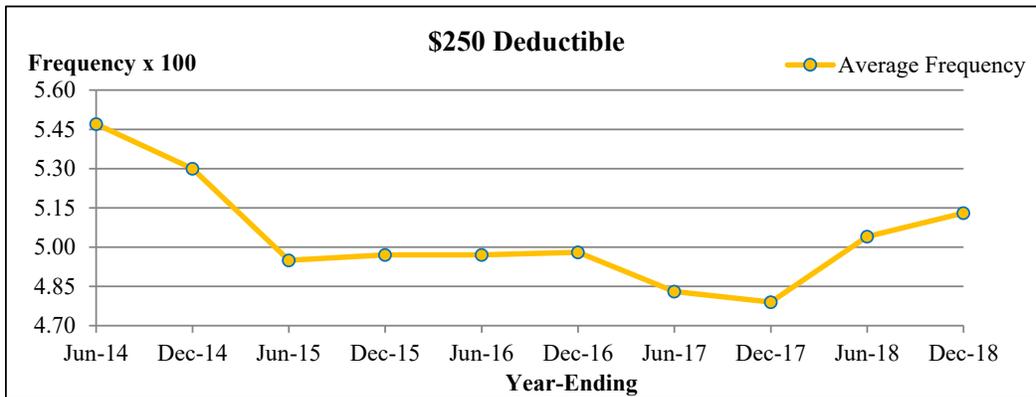
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 12/31/xxxx

\*\*\* Deductibles above \$1,000, totaling 2.7% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Private Passenger Types Physical Damage  
Other Than Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts  
Selected Other Than Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Other Than Collision

Severity Trend

Year Ending:	\$250 Deductible	\$500 Deductible	\$1,000 Deductible
6/30/2014	1,366.03	1,928.14	2,657.81
12/31/2014	1,462.11	2,016.19	2,772.23
6/30/2015	1,556.40	2,079.78	2,801.32
12/31/2015	1,642.60	2,188.48	2,872.90
6/30/2016	1,754.27	2,304.25	3,008.71
12/31/2016	1,752.96	2,315.04	3,012.76
6/30/2017	1,788.88	2,365.29	3,054.54
12/31/2017	1,880.66	2,537.30	3,344.40
6/30/2018	1,843.29	2,585.74	3,464.52
12/31/2018	1,777.16	2,602.52	3,519.67

Average Annual Change Using Exponential Fits:

10 point fit:	6.5%	7.1%	6.5%
8 point fit:	4.2%	6.7%	7.1%
6 point fit:	1.5%	5.9%	7.7%

Selected severity trend:	6.5%
Selected frequency trend:	0.0%
Selected pure premium trend:	6.5%

\* Multistate data excludes Massachusetts

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
6/30/2014	5.33		4.39		3.17	
12/31/2014	5.39		4.49		3.26	
6/30/2015	5.31		4.42		3.24	
12/31/2015	5.32	-1.3%	4.46	-0.7%	3.30	1.2%
6/30/2016	5.24		4.44		3.29	
12/31/2016	5.29	-0.6%	4.48	0.4%	3.34	1.2%
6/30/2017	5.27		4.46		3.34	
12/31/2017	5.25	-0.8%	4.39	-2.0%	3.32	-0.6%
6/30/2018	5.32		4.48		3.42	
12/31/2018	5.24	-0.2%	4.52	3.0%	3.48	4.8%

Volume\*\*\* of losses for the most recent year by deductible:

Deductible:	Percent of Losses
\$100	0.3%
\$200	0.2%
\$250	2.2%
\$500	43.8%
\$1,000	51.0%
\$2,000	1.6%
\$3,000	0.2%
\$5,000	0.7%

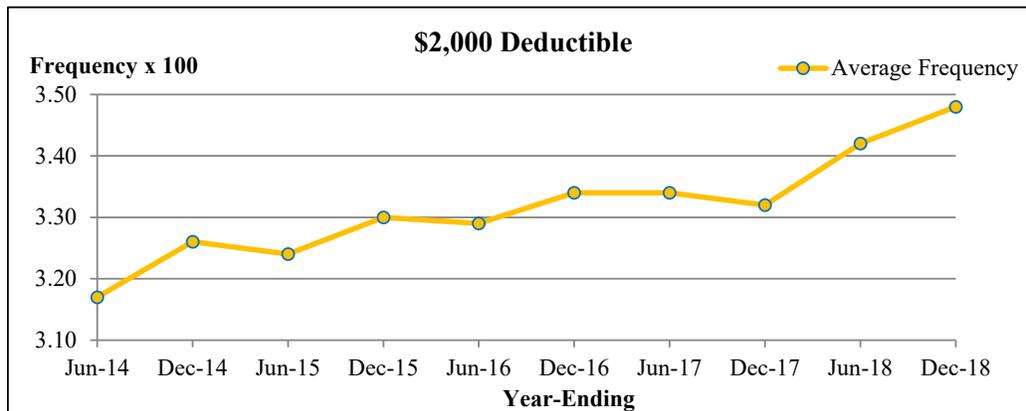
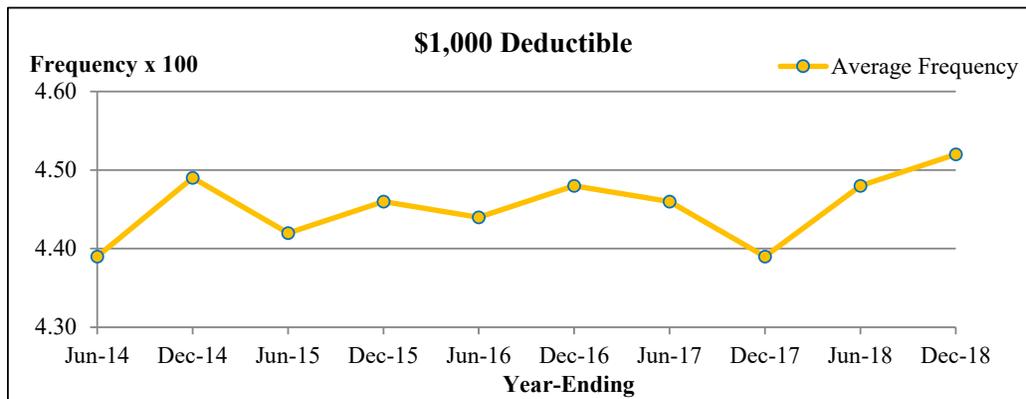
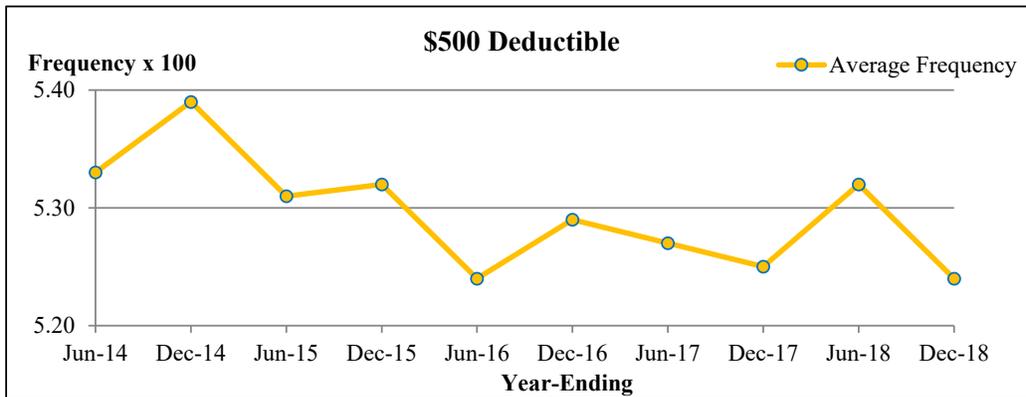
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 12/31/xxxx

\*\*\* Deductibles above \$2,000, totaling 0.9% of losses, are excluded from trend calculations.

INSURANCE SERVICES OFFICE, INC.

Commercial Automobile  
Private Passenger Types Physical Damage  
Collision Frequency Trend  
Multistate\*



\*Excludes Massachusetts  
Selected Collision Frequency Trend Factor: 0.0%

## INSURANCE SERVICES OFFICE, INC.

Multistate\*  
Private Passenger Types Physical Damage  
Collision

Severity Trend

Year Ending:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
6/30/2014	5,156.37	5,594.21	6,157.26
12/31/2014	5,357.24	5,728.50	6,314.77
6/30/2015	5,488.01	5,894.43	6,480.44
12/31/2015	5,597.55	6,037.33	6,575.33
6/30/2016	5,763.57	6,147.42	6,699.19
12/31/2016	5,906.51	6,216.56	6,778.85
6/30/2017	5,881.16	6,234.50	6,756.30
12/31/2017	5,949.76	6,353.81	6,847.15
6/30/2018	6,296.12	6,571.80	7,066.71
12/31/2018	6,507.32	6,866.24	7,355.27

Average Annual Change Using Exponential Fits:

10 point fit:	4.7%	4.1%	3.4%
8 point fit:	4.6%	3.9%	3.2%
6 point fit:	4.7%	4.3%	3.5%

Selected severity trend:	4.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	4.0%

\* Multistate data excludes Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE  
TRUCKS, TRACTORS & TRAILERS  
PHYSICAL DAMAGE  
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
6/30/2014	1.238	1.376
12/31/2014	1.243	1.385
6/30/2015	1.249	1.393
12/31/2015	1.255	1.403
6/30/2016	1.261	1.414
12/31/2016	1.266	1.423
6/30/2017	1.272	1.434
12/31/2017	1.279	1.446
6/30/2018	1.285	1.458
12/31/2018	1.289	1.466

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	0.9%	1.5%
7 POINTS	0.9%	1.5%
5 POINTS	0.9%	1.5%

Selected Other Than Collision Physical Damage Annual OCN Trend: 0.9%

Selected Collision Physical Damage Annual OCN Trend: 1.5%

Data excludes the following state: Massachusetts

INSURANCE SERVICES OFFICE, INC.

MULTISTATE  
PRIVATE PASSENGER TYPES  
PHYSICAL DAMAGE  
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
6/30/2014	1.315	1.156
12/31/2014	1.320	1.158
6/30/2015	1.325	1.161
12/31/2015	1.332	1.165
6/30/2016	1.339	1.169
12/31/2016	1.347	1.173
6/30/2017	1.354	1.177
12/31/2017	1.360	1.180
6/30/2018	1.365	1.182
12/31/2018	1.372	1.185

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	1.0%	0.6%
7 POINTS	1.0%	0.6%
5 POINTS	0.9%	0.5%
Selected Other Than Collision Physical Damage Annual OCN Trend:		1.0%
Selected Collision Physical Damage Annual OCN Trend:		0.6%

Data excludes the following state: Massachusetts

## INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 Automobile Liability Insurance - Trucks, Tractors and Trailers  
 Loss Development  
 Incurred Losses and Expenses  
 Bodily Injury

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	5,694,744	7,194,829	7,563,044	1.263	1.051	
12/31/2008	6,584,690	7,290,234	7,662,022	1.107	1.051	
12/31/2009	4,884,274	5,865,085	6,012,993	1.201	1.025	
12/31/2010	5,339,721	6,582,501	6,822,709	1.233	1.036	
12/31/2011	5,508,619	6,165,123	6,891,426	1.119	1.118	
12/31/2012	4,308,427	4,481,523	5,342,662	1.040	1.192	
12/31/2013	4,461,172	5,302,670	5,762,958	1.189	1.087	
12/31/2014	5,625,260	6,061,640	6,584,103	1.078	1.086	
12/31/2015	5,073,271	6,068,292	6,045,511	1.196	0.996	
12/31/2016	5,892,471	7,110,736	7,875,580	1.207	1.108	
12/31/2017	4,897,662	5,949,112		1.215		
12/31/2018	5,566,206					
(1) Average Factor (Best 3 of 5) :				(A) State	1.197	1.094
				(B) Multistate	1.256	1.115
(2) Credibility					0.860	0.640
(3) Credibility Weighted Factors					1.205	1.102

## Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	6,516,902	6,774,963	6,680,191	1.040	0.986	
12/31/2008	6,683,396	7,012,603	6,996,016	1.049	0.998	
12/31/2009	6,175,112	6,399,778	6,376,002	1.036	0.996	
12/31/2010	5,620,325	5,771,646	5,796,778	1.027	1.004	
12/31/2011	6,546,486	6,683,193	6,736,153	1.021	1.008	
12/31/2012	5,818,762	5,936,648	5,936,682	1.020	1.000	
12/31/2013	5,564,930	5,610,096	5,622,630	1.008	1.002	
12/31/2014	5,941,260	6,139,615	6,147,433	1.033	1.001	
12/31/2015	5,384,470	5,678,650	5,713,002	1.055	1.006	
12/31/2016	5,746,226	5,759,189	5,778,974	1.002	1.003	
12/31/2017	5,267,929	5,627,982		1.068		
12/31/2018	5,704,602					
(1) Average Factor (Best 3 of 5) :				(A) State	1.032	1.002
				(B) Multistate	1.045	1.009
(2) Credibility					0.920	0.000
(3) Credibility Weighted Factors					1.033	1.009

## Summary of Factors

	<u>Bodily Injury</u>	<u>Property Damage</u>
39 to Ultimate **	1.074	1.004
27 to Ultimate	1.184	1.013
15 to Ultimate	1.427	1.046

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	341,555,771	420,051,484	465,449,277	482,670,635	490,229,571
12/31/2008	307,982,655	381,800,016	418,534,590	435,505,134	440,444,654
12/31/2009	270,148,151	337,021,977	374,940,196	394,354,724	398,786,211
12/31/2010	287,437,893	351,534,299	386,887,133	407,600,317	415,379,849
12/31/2011	307,193,721	374,187,484	417,597,684	431,978,060	438,819,460
12/31/2012	313,512,243	383,708,453	424,745,045	446,826,918	455,309,124
12/31/2013	322,713,673	402,778,226	446,370,290	472,112,380	479,745,422
12/31/2014	352,376,699	434,866,713	496,876,924	524,345,017	534,683,541
12/31/2015	372,238,844	479,983,996	534,975,182	559,236,447	
12/31/2016	421,831,008	535,178,515	600,337,080		
12/31/2017	443,253,063	554,691,479			
12/31/2018	452,909,886				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.230	1.108	1.037	1.016
12/31/2008	1.240	1.096	1.041	1.011
12/31/2009	1.248	1.113	1.052	1.011
12/31/2010	1.223	1.101	1.054	1.019
12/31/2011	1.218	1.116	1.034	1.016
12/31/2012	1.224	1.107	1.052	1.019
12/31/2013	1.248	1.108	1.058	1.016
12/31/2014	1.234	1.143	1.055	1.020
12/31/2015	1.289	1.115	1.045	
12/31/2016	1.269	1.122		
12/31/2017	1.251			
Average Factor: ( Best 3 of 5 )	1.256	1.115	1.051	1.018

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.004
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.022
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.074
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.198
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.504

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	491,405,542	491,889,518	491,405,295	491,545,388	491,581,930
12/31/2008	442,380,964	442,486,878	443,041,568	443,068,363	443,092,428
12/31/2009	400,449,990	400,134,032	399,907,149	399,925,971	399,943,224
12/31/2010	416,966,060	416,926,075	416,988,761	417,422,171	
12/31/2011	440,781,190	441,398,558	441,193,645		
12/31/2012	455,809,847	456,420,600			
12/31/2013	483,189,518				

Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.002	1.001	0.999	1.000	1.000
12/31/2008	1.004	1.000	1.001	1.000	1.000
12/31/2009	1.004	0.999	0.999	1.000	1.000
12/31/2010	1.004	1.000	1.000	1.001	
12/31/2011	1.004	1.001	1.000		
12/31/2012	1.001	1.001			
12/31/2013	1.007				
Average Factor: ( Best 3 of 5 )	1.004	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	453,578,766	469,739,966	473,077,220	472,712,914	473,098,460
12/31/2008	404,661,210	414,935,982	417,270,996	417,514,888	418,271,866
12/31/2009	344,659,574	353,667,486	355,921,303	356,479,783	356,213,694
12/31/2010	358,561,523	371,121,418	374,062,959	374,883,916	375,081,017
12/31/2011	396,648,288	409,088,285	412,330,516	413,783,506	414,594,474
12/31/2012	396,400,012	410,519,962	413,551,050	414,340,760	414,996,640
12/31/2013	422,343,833	437,334,375	442,923,912	443,743,458	444,214,878
12/31/2014	447,785,527	467,713,496	471,176,837	472,601,704	473,298,743
12/31/2015	475,784,542	497,912,958	502,880,070	504,250,770	
12/31/2016	505,559,237	527,555,729	532,888,321		
12/31/2017	514,794,984	542,551,154			
12/31/2018	570,729,230				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.036	1.007	0.999	1.001
12/31/2008	1.025	1.006	1.001	1.002
12/31/2009	1.026	1.006	1.002	0.999
12/31/2010	1.035	1.008	1.002	1.001
12/31/2011	1.031	1.008	1.004	1.002
12/31/2012	1.036	1.007	1.002	1.002
12/31/2013	1.035	1.013	1.002	1.001
12/31/2014	1.045	1.007	1.003	1.001
12/31/2015	1.047	1.010	1.003	
12/31/2016	1.044	1.010		
12/31/2017	1.054			
Average Factor: ( Best 3 of 5 )	1.045	1.009	1.003	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.013
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.059

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year	\$100,000 Basic Limit			
<u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
12/31/2007	473,825,003	473,687,543	473,720,995	473,697,052
12/31/2008	418,229,625	418,270,326	418,414,204	418,285,323
12/31/2009	356,393,139	356,393,033	356,615,417	356,705,304
12/31/2010	375,150,876	374,996,154	375,087,116	375,162,341
12/31/2011	414,717,965	414,781,494	414,868,974	
12/31/2012	415,331,657	415,703,661		
12/31/2013	444,303,596			

Ratios

Accident Year	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2007	1.002	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000
12/31/2009	1.001	1.000	1.001	1.000
12/31/2010	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	
12/31/2012	1.001	1.001		
12/31/2013	1.000			
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000

Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

WISCONSIN  
 Automobile Liability Insurance - Private Passenger Types  
 Loss Development  
 Incurred Losses and Expenses  
 Bodily Injury

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	1,448,235	1,841,540	2,017,885	1.272	1.096	
12/31/2008	1,476,249	1,873,673	1,890,319	1.269	1.009	
12/31/2009	1,356,868	1,714,887	2,017,799	1.264	1.177	
12/31/2010	1,058,025	1,272,166	1,334,211	1.202	1.049	
12/31/2011	1,421,322	1,785,728	1,737,091	1.256	0.973	
12/31/2012	1,216,790	1,531,699	1,618,584	1.259	1.057	
12/31/2013	782,053	1,169,066	1,254,915	1.495	1.073	
12/31/2014	1,152,743	1,242,731	1,413,006	1.078	1.137	
12/31/2015	1,079,707	1,459,565	1,653,327	1.352	1.133	
12/31/2016	943,177	858,920	843,386	0.911	0.982	
12/31/2017	1,007,711	981,836		0.974		
12/31/2018	940,460					
(1) Average Factor (Best 3 of 5) :				(A) State	1.135	1.088
				(B) Multistate	1.232	1.109
(2) Credibility					0.670	0.470
(3) Credibility Weighted Factors					1.167	1.099

## Property Damage

Accident Year <u>Ending</u>	\$100,000 Basic Limit			Loss Development Factors		
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>15 to 27 Months</u>	<u>27 to 39 Months</u>	
12/31/2007	1,242,693	1,228,251	1,242,855	0.988	1.012	
12/31/2008	1,399,619	1,462,946	1,475,966	1.045	1.009	
12/31/2009	1,243,611	1,285,454	1,277,978	1.034	0.994	
12/31/2010	1,139,813	1,155,835	1,155,835	1.014	1.000	
12/31/2011	1,083,696	1,155,797	1,155,092	1.067	0.999	
12/31/2012	1,200,926	1,211,471	1,206,875	1.009	0.996	
12/31/2013	1,058,474	1,104,443	1,115,403	1.043	1.010	
12/31/2014	934,597	952,470	953,500	1.019	1.001	
12/31/2015	946,915	954,989	953,440	1.009	0.998	
12/31/2016	997,701	1,005,823	1,019,823	1.008	1.014	
12/31/2017	839,880	850,823		1.013		
12/31/2018	996,434					
(1) Average Factor (Best 3 of 5) :				(A) State	1.014	1.003
				(B) Multistate	1.045	1.008
(2) Credibility					0.820	0.000
(3) Credibility Weighted Factors					1.020	1.008

## Summary of Factors

	<u>Bodily Injury</u>	<u>Property Damage</u>
39 to Ultimate **	1.071	1.004
27 to Ultimate	1.177	1.012
15 to Ultimate	1.374	1.032

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	64,456,831	77,831,391	86,953,653	90,315,529	91,456,741
12/31/2008	64,441,418	78,600,844	85,109,739	87,528,769	88,089,563
12/31/2009	62,595,370	76,295,916	83,987,323	85,102,928	86,986,451
12/31/2010	68,400,293	80,891,991	88,203,401	92,409,937	94,113,824
12/31/2011	73,364,346	89,552,891	98,096,468	101,750,060	102,896,779
12/31/2012	72,324,491	88,845,608	95,729,378	99,508,730	101,423,604
12/31/2013	74,075,842	88,348,464	97,959,138	103,444,596	105,390,942
12/31/2014	69,302,345	84,099,145	95,285,726	100,722,540	102,513,968
12/31/2015	70,923,097	88,224,101	97,118,956	101,987,140	
12/31/2016	72,356,036	89,895,260	100,307,198		
12/31/2017	72,283,971	89,690,673			
12/31/2018	74,026,539				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.207	1.117	1.039	1.013
12/31/2008	1.220	1.083	1.028	1.006
12/31/2009	1.219	1.101	1.013	1.022
12/31/2010	1.183	1.090	1.048	1.018
12/31/2011	1.221	1.095	1.037	1.011
12/31/2012	1.228	1.077	1.039	1.019
12/31/2013	1.193	1.109	1.056	1.019
12/31/2014	1.214	1.133	1.057	1.018
12/31/2015	1.244	1.101	1.050	
12/31/2016	1.242	1.116		
12/31/2017	1.241			
Average Factor: ( Best 3 of 5 )	1.232	1.109	1.048	1.018

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.004
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.022
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.071
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.188
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.463

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	91,780,424	91,859,783	92,056,908	91,996,833	92,030,436
12/31/2008	87,789,444	87,865,718	87,952,044	88,147,579	88,204,250
12/31/2009	86,909,475	86,743,161	86,862,077	86,871,866	86,884,324
12/31/2010	93,924,128	93,654,253	93,665,701	93,669,242	
12/31/2011	103,432,812	103,650,313	104,069,906		
12/31/2012	101,830,339	101,816,992			
12/31/2013	105,714,211				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.004	1.001	1.002	0.999	1.000
12/31/2008	0.997	1.001	1.001	1.002	1.001
12/31/2009	0.999	0.998	1.001	1.000	1.000
12/31/2010	0.998	0.997	1.000	1.000	
12/31/2011	1.005	1.002	1.004		
12/31/2012	1.004	1.000			
12/31/2013	1.003				
Average Factor: ( Best 3 of 5 )	1.002	1.000	1.001	1.001	1.000

## Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.001
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.002
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.002

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	88,217,477	90,127,510	90,485,562	90,819,605	90,861,489
12/31/2008	83,958,499	86,601,082	86,797,411	86,855,151	86,833,617
12/31/2009	78,718,247	81,132,797	81,453,911	81,724,545	81,685,214
12/31/2010	79,918,898	82,738,957	83,056,280	83,251,080	83,234,839
12/31/2011	85,441,799	88,035,482	88,605,150	89,040,457	89,253,120
12/31/2012	87,896,204	91,282,849	91,913,860	92,122,374	92,085,827
12/31/2013	88,760,482	92,620,605	93,239,528	93,532,881	93,549,792
12/31/2014	87,916,075	92,108,244	92,577,330	92,843,486	92,903,680
12/31/2015	91,168,401	95,223,290	96,053,523	96,398,494	
12/31/2016	95,873,624	100,107,250	101,241,339		
12/31/2017	90,719,422	95,657,774			
12/31/2018	96,240,312				

## Ratios

Accident Year <u>Ending</u>	Ratios			
	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.022	1.004	1.004	1.000
12/31/2008	1.031	1.002	1.001	1.000
12/31/2009	1.031	1.004	1.003	1.000
12/31/2010	1.035	1.004	1.002	1.000
12/31/2011	1.030	1.006	1.005	1.002
12/31/2012	1.039	1.007	1.002	1.000
12/31/2013	1.043	1.007	1.003	1.000
12/31/2014	1.048	1.005	1.003	1.001
12/31/2015	1.044	1.009	1.004	
12/31/2016	1.044	1.011		
12/31/2017	1.054			
Average Factor: ( Best 3 of 5 )	1.045	1.008	1.003	1.000

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.001
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.004
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.012
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.058

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Property Damage  
Multistate  
Incurred Losses and Expenses

Accident Year <u>Ending</u>	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	
12/31/2007	90,949,656	90,840,041	90,843,403	90,844,292	92,030,436
12/31/2008	86,830,882	86,802,173	86,800,373	86,798,574	88,204,250
12/31/2009	81,693,663	81,725,681	81,715,760	81,706,953	86,884,324
12/31/2010	83,438,417	83,428,317	83,427,420	83,372,138	
12/31/2011	89,339,108	89,403,496	89,403,525		
12/31/2012	92,187,822	92,130,655			
12/31/2013	93,540,610				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
12/31/2007	1.001	0.999	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000
12/31/2010	1.002	1.000	1.000	0.999
12/31/2011	1.001	1.001	1.000	
12/31/2012	1.001	0.999		
12/31/2013	1.000			
Average Factor: ( Best 3 of 5 )	1.001	1.000	1.000	1.000

## Summary of Factors

111 to Ult:	(1.000)	=	1.000
99 to Ult:	(111:99) (111:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (111:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (111:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - Other than Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	141,522,276	145,069,053	144,817,899	144,711,804	144,646,931
12/31/2008	171,013,107	174,320,692	174,311,746	174,229,528	174,203,296
12/31/2009	141,551,003	143,657,672	143,943,827	144,040,822	144,069,848
12/31/2010	163,525,914	166,553,181	166,726,703	166,571,590	166,703,162
12/31/2011	186,150,891	189,182,048	189,404,166	189,492,002	189,446,108
12/31/2012	209,105,866	213,371,965	213,362,467	213,446,208	213,705,968
12/31/2013	170,684,329	174,742,867	175,182,720	175,556,520	175,523,843
12/31/2014	180,159,469	184,752,951	184,883,833	184,752,485	184,705,503
12/31/2015	177,284,933	181,084,061	181,187,579	181,662,577	
12/31/2016	228,360,717	233,053,109	233,235,102		
12/31/2017	241,691,033	247,462,565			
12/31/2018	232,734,585				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.025	0.998	0.999	1.000
12/31/2008	1.019	1.000	1.000	1.000
12/31/2009	1.015	1.002	1.001	1.000
12/31/2010	1.019	1.001	0.999	1.001
12/31/2011	1.016	1.001	1.000	1.000
12/31/2012	1.020	1.000	1.000	1.001
12/31/2013	1.024	1.003	1.002	1.000
12/31/2014	1.025	1.001	0.999	1.000
12/31/2015	1.021	1.001	1.003	
12/31/2016	1.021	1.001		
12/31/2017	1.024			
Average Factor: ( Best 3 of 5 )	1.023	1.001	1.001	1.000

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.001
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.002
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.025

INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Trucks, Tractors and Trailers - Other than Collision  
 Multistate  
 Paid Losses

Accident Year	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	144,728,816	144,666,655	144,653,099	144,565,639	144,586,432
12/31/2008	174,380,600	174,348,870	174,354,858	174,440,876	174,441,339
12/31/2009	143,919,576	143,918,677	143,934,901	144,011,838	144,001,352
12/31/2010	166,799,002	166,855,302	166,847,170	166,844,994	
12/31/2011	189,436,240	189,425,268	189,412,395		
12/31/2012	213,680,136	213,746,174			
12/31/2013	175,578,683				

Ratios

Accident Year	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.001	1.000	1.000	0.999	1.000
12/31/2008	1.001	1.000	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.001	1.000
12/31/2010	1.001	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	1.000
99 to Ult:	(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	423,085,317	415,150,351	413,292,385	412,914,282	412,587,929
12/31/2008	420,539,888	413,640,818	413,017,146	412,298,354	411,379,544
12/31/2009	351,773,999	345,262,899	344,320,006	343,910,074	344,030,262
12/31/2010	376,691,346	369,039,300	367,624,184	367,541,695	367,536,589
12/31/2011	406,198,898	397,827,255	395,595,841	395,263,424	395,343,844
12/31/2012	399,816,675	393,104,795	390,822,370	390,120,621	390,294,747
12/31/2013	423,314,142	414,708,995	413,129,300	413,852,064	412,636,165
12/31/2014	467,412,929	458,132,237	455,293,072	454,900,521	454,594,817
12/31/2015	501,663,305	487,123,978	484,164,823	483,161,035	
12/31/2016	537,118,437	522,157,950	517,652,719		
12/31/2017	561,736,034	542,984,108			
12/31/2018	610,316,140				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	0.981	0.996	0.999	0.999
12/31/2008	0.984	0.998	0.998	0.998
12/31/2009	0.981	0.997	0.999	1.000
12/31/2010	0.980	0.996	1.000	1.000
12/31/2011	0.979	0.994	0.999	1.000
12/31/2012	0.983	0.994	0.998	1.000
12/31/2013	0.980	0.996	1.002	0.997
12/31/2014	0.980	0.994	0.999	0.999
12/31/2015	0.971	0.994	0.998	
12/31/2016	0.972	0.991		
12/31/2017	0.967			
Average Factor: ( Best 3 of 5 )	0.974	0.994	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.967

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	412,506,266	412,477,701	412,424,363	412,405,054	412,467,525
12/31/2008	412,408,793	412,281,298	412,245,518	412,267,846	412,365,073
12/31/2009	343,804,459	343,719,389	343,704,867	343,722,129	343,712,917
12/31/2010	367,453,193	367,364,091	367,322,826	367,298,542	
12/31/2011	395,318,329	395,347,733	395,322,899		
12/31/2012	390,285,109	390,211,607			
12/31/2013	412,541,783				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.000	1.000	1.000	1.000	1.000
12/31/2008	1.003	1.000	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.000	1.000
12/31/2010	1.000	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

## Summary of Factors

123 to Ult:				(1.000)	=	1.000
111 to Ult:				(123:111) (123:Ult)	=	1.000
99 to Ult:				(111:99) (123:111) (123:Ult)	=	1.000
87 to Ult:				(99:87) (111:99) (123:111) (123:Ult)	=	1.000
75 to Ult:				(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Private Passenger Types - Other than Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	46,557,889	47,282,510	47,128,139	47,159,440	47,281,418
12/31/2008	55,276,971	55,712,839	55,567,520	55,552,069	55,542,828
12/31/2009	50,559,306	50,563,933	50,561,876	50,495,364	50,488,170
12/31/2010	55,049,683	55,135,618	55,121,654	55,118,331	55,135,813
12/31/2011	71,674,738	71,778,446	71,651,334	71,690,455	71,692,691
12/31/2012	79,520,364	78,693,615	78,754,369	78,787,194	78,807,770
12/31/2013	56,923,773	57,385,208	57,603,148	57,612,663	57,604,841
12/31/2014	59,183,291	60,015,446	60,101,420	60,044,399	60,082,113
12/31/2015	50,567,693	51,119,630	51,003,475	51,024,459	
12/31/2016	63,595,106	64,222,635	64,203,403		
12/31/2017	74,529,690	74,687,286			
12/31/2018	61,735,361				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	1.016	0.997	1.001	1.003
12/31/2008	1.008	0.997	1.000	1.000
12/31/2009	1.000	1.000	0.999	1.000
12/31/2010	1.002	1.000	1.000	1.000
12/31/2011	1.001	0.998	1.001	1.000
12/31/2012	0.990	1.001	1.000	1.000
12/31/2013	1.008	1.004	1.000	1.000
12/31/2014	1.014	1.001	0.999	1.001
12/31/2015	1.011	0.998	1.000	
12/31/2016	1.010	1.000		
12/31/2017	1.002			
Average Factor: ( Best 3 of 5 )	1.010	1.001	1.000	1.000

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.000
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.001
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.011

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Private Passenger Types - Other than Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	47,213,496	47,211,461	47,210,385	47,209,023	47,223,478
12/31/2008	55,525,573	55,526,983	55,525,237	55,525,716	55,534,760
12/31/2009	50,489,215	50,489,359	50,492,986	50,498,949	50,495,252
12/31/2010	55,069,099	55,071,861	55,103,683	55,103,177	
12/31/2011	71,706,426	71,713,041	71,707,312		
12/31/2012	78,813,584	78,812,598			
12/31/2013	57,613,295				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	0.999	1.000	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000	1.000
12/31/2010	0.999	1.000	1.001	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

## Summary of Factors

123 to Ult:				(1.000)	=	1.000
111 to Ult:				(123:111) (123:Ult)	=	1.000
99 to Ult:			(111:99) (123:111) (123:Ult)		=	1.000
87 to Ult:		(99:87) (111:99) (123:111) (123:Ult)			=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)				=	1.000

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Private Passenger Types - Collision  
Multistate  
Paid Losses

Accident Year <u>Ending</u>	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2007	153,841,653	148,961,397	148,165,833	147,825,298	147,811,309
12/31/2008	156,139,320	150,433,560	149,723,606	149,502,649	149,464,691
12/31/2009	146,054,839	140,865,025	140,212,638	140,125,486	140,070,737
12/31/2010	148,710,771	141,537,292	140,858,894	140,667,583	140,651,206
12/31/2011	158,979,627	152,064,908	151,584,143	151,370,324	151,326,633
12/31/2012	158,782,545	152,448,680	151,778,455	151,627,278	151,571,270
12/31/2013	159,223,131	152,021,423	150,932,101	150,943,530	150,886,640
12/31/2014	165,993,306	158,855,414	158,619,370	158,380,142	158,343,002
12/31/2015	175,484,651	166,751,053	165,446,576	165,066,386	
12/31/2016	176,164,839	167,711,729	166,386,353		
12/31/2017	172,232,300	163,709,434			
12/31/2018	187,731,302				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2007	0.968	0.995	0.998	1.000
12/31/2008	0.963	0.995	0.999	1.000
12/31/2009	0.964	0.995	0.999	1.000
12/31/2010	0.952	0.995	0.999	1.000
12/31/2011	0.957	0.997	0.999	1.000
12/31/2012	0.960	0.996	0.999	1.000
12/31/2013	0.955	0.993	1.000	1.000
12/31/2014	0.957	0.999	0.998	1.000
12/31/2015	0.950	0.992	0.998	
12/31/2016	0.952	0.992		
12/31/2017	0.951			
Average Factor: ( Best 3 of 5 )	0.953	0.994	0.999	1.000

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.000
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.999
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.946

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Private Passenger Types - Collision  
 Multistate  
 Paid Losses

Accident Year <u>Ending</u>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2007	147,780,444	147,759,306	147,744,393	147,737,378	147,738,335
12/31/2008	149,429,620	149,390,005	149,380,475	149,380,012	149,372,490
12/31/2009	140,006,123	139,984,463	139,977,928	139,967,703	139,955,036
12/31/2010	140,600,658	140,587,382	140,586,764	140,588,289	
12/31/2011	151,255,385	151,225,731	151,213,338		
12/31/2012	151,524,488	151,500,822			
12/31/2013	150,847,725				

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2007	1.000	1.000	1.000	1.000	1.000
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	1.000	1.000	1.000	1.000	1.000
12/31/2010	1.000	1.000	1.000	1.000	
12/31/2011	1.000	1.000	1.000		
12/31/2012	1.000	1.000			
12/31/2013	1.000				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.000	1.000	1.000

## Summary of Factors

123 to Ult:				(1.000)	=	1.000
111 to Ult:				(123:111) (123:Ult)	=	1.000
99 to Ult:			(111:99) (123:111) (123:Ult)		=	1.000
87 to Ult:		(99:87) (111:99) (123:111) (123:Ult)			=	1.000
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)				=	1.000

## INSURANCE SERVICES OFFICE, INC.

<b>(1)</b>	<b>Public Automobiles Liability</b>	Differentials to Base Loss Cost CSL Liab
	Taxis & Limos	6.20
	School and Church Buses	0.55
	Other Buses	3.80
	Van Pools	1.50
<b>(2)</b>	<b>Public Automobiles Physical Damage</b>	
	Taxis, Limos and Van Pools	
	Other Than Collision:	1.02
	Collision	1.27
	School, Church, and Other Buses	
	Other Than Collision:	0.70
	Collision	0.65
<b>(3)</b>	<b>Medical Payments Relativities</b>	<u><a href="#">EXHIBIT C17</a></u>
	\$10,000 Medical Payments Limit Differential to \$5,000 Med Pay Limit Loss Cost	1.45
<b>(4)</b>	<b>Specified Cause of Loss Relativity</b>	0.576
	This factor is now being used for Private Passenger Types as well as Trucks, Tractors and Trailers.	

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business								
	Trucks, Tractors and Trailers			Private Passenger Types			Other Buses		
	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>
102	0.0077	0.0118	0.0200	0.0109	0.0180	0.0318	0.0147	0.0231	0.0395
103	0.0107	0.0164	0.0277	0.0109	0.0180	0.0318	0.0184	0.0288	0.0493
104	0.0074	0.0113	0.0192	0.0109	0.0180	0.0318	0.0225	0.0354	0.0605
105	0.0086	0.0131	0.0222	0.0109	0.0180	0.0318	0.0204	0.0321	0.0548
106	0.0096	0.0145	0.0247	0.0109	0.0180	0.0318	0.0221	0.0348	0.0595
107	0.0081	0.0123	0.0209	0.0109	0.0180	0.0318	0.0218	0.0343	0.0586
108	0.0112	0.0170	0.0288	0.0109	0.0180	0.0318	0.0246	0.0387	0.0661
109	0.0147	0.0224	0.0379	0.0109	0.0180	0.0318	0.0333	0.0524	0.0895
110	0.0102	0.0155	0.0264	0.0109	0.0180	0.0318	0.0230	0.0362	0.0618
111	0.0109	0.0166	0.0281	0.0109	0.0180	0.0318	0.0243	0.0382	0.0652
113	0.0074	0.0113	0.0192	0.0109	0.0180	0.0318	0.0182	0.0286	0.0489
114	0.0071	0.0108	0.0183	0.0109	0.0180	0.0318	0.0153	0.0240	0.0411
115	0.0096	0.0145	0.0247	0.0109	0.0180	0.0318	0.0149	0.0234	0.0400
116	0.0122	0.0185	0.0314	0.0109	0.0180	0.0318	0.0278	0.0437	0.0747
117	0.0116	0.0177	0.0301	0.0109	0.0180	0.0318	0.0307	0.0483	0.0825

INSURANCE SERVICES OFFICE, INC.

(3) **Medical Payments Relativities**

Territory	Class of Business								
	School and Church Buses			Taxis and Limos			Van Pools		
	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>	<u>1000</u>	<u>2000</u>	<u>5000</u>
102	0.0210	0.0331	0.0528	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
103	0.0353	0.0555	0.0887	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
104	0.0326	0.0513	0.0820	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
105	0.0280	0.0440	0.0702	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
106	0.0322	0.0506	0.0808	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
107	0.0326	0.0513	0.0819	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
108	0.0353	0.0555	0.0887	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
109	0.0491	0.0772	0.1233	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
110	0.0335	0.0526	0.0841	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
111	0.0357	0.0561	0.0896	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
113	0.0270	0.0424	0.0678	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
114	0.0228	0.0358	0.0572	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
115	0.0254	0.0399	0.0637	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
116	0.0400	0.0629	0.1005	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321
117	0.0444	0.0698	0.1115	0.0138	0.0228	0.0416	0.0120	0.0185	0.0321

**COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES**

**WISCONSIN (48)  
TERRITORY 102**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 388	\$3	\$5	\$8	\$12	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 269	\$3	\$5	\$9	\$13	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2406	\$33	\$55	\$100	\$145	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 213	\$4	\$7	\$11	\$16	N/A
<b>– OTHER BUSES</b>					
\$ 1474	\$22	\$34	\$58	\$84	N/A
<b>– VAN POOLS</b>					
\$ 582	\$7	\$11	\$19	\$28	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 436	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 283	\$3	\$5	\$8	\$12	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 257	\$3	\$5	\$8	\$12	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1755	\$24	\$40	\$73	\$106	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 156	\$6	\$9	\$14	\$20	N/A
<b>– OTHER BUSES</b>					
\$ 1075	\$20	\$31	\$53	\$77	N/A
<b>– VAN POOLS</b>					
\$ 425	\$5	\$8	\$14	\$20	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 309	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

**COMMERCIAL LINES MANUAL  
DIVISION ONE  
AUTOMOBILE  
LOSS COST PAGES**

**WISCONSIN (48)  
TERRITORY 104**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 229	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 183	\$2	\$3	\$6	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1420	\$20	\$32	\$59	\$86	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 126	\$4	\$6	\$10	\$15	N/A
<b>– OTHER BUSES</b>					
\$ 870	\$20	\$31	\$53	\$77	N/A
<b>– VAN POOLS</b>					
\$ 344	\$4	\$6	\$11	\$16	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 233	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 256	\$2	\$3	\$6	\$9	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 195	\$2	\$4	\$6	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1587	\$22	\$36	\$66	\$96	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 141	\$4	\$6	\$10	\$15	N/A
<b>– OTHER BUSES</b>					
\$ 973	\$20	\$31	\$53	\$77	N/A
<b>– VAN POOLS</b>					
\$ 384	\$5	\$7	\$12	\$17	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 266	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 106**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 212	\$2	\$3	\$5	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 132	\$1	\$2	\$4	\$6	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1314	\$18	\$30	\$55	\$80	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 117	\$4	\$6	\$9	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 806	\$18	\$28	\$48	\$70	N/A
<b>– VAN POOLS</b>					
\$ 318	\$4	\$6	\$10	\$15	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 238	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 219	\$2	\$3	\$5	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 203	\$2	\$4	\$6	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1358	\$19	\$31	\$56	\$81	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 120	\$4	\$6	\$10	\$15	N/A
<b>– OTHER BUSES</b>					
\$ 832	\$18	\$29	\$49	\$71	N/A
<b>– VAN POOLS</b>					
\$ 329	\$4	\$6	\$11	\$16	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 219	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 108**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 187	\$2	\$3	\$5	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 228	\$2	\$4	\$7	\$10	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1159	\$16	\$26	\$48	\$70	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 103	\$4	\$6	\$9	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 711	\$17	\$28	\$47	\$68	N/A
<b>– VAN POOLS</b>					
\$ 281	\$3	\$5	\$9	\$13	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 204	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 113	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 159	\$2	\$3	\$5	\$7	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 701	\$10	\$16	\$29	\$42	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 62	\$3	\$5	\$8	\$12	N/A
<b>– OTHER BUSES</b>					
\$ 429	\$14	\$22	\$38	\$55	N/A
<b>– VAN POOLS</b>					
\$ 170	\$2	\$3	\$5	\$7	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 127	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 110**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 224	\$2	\$3	\$6	\$9	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 219	\$2	\$4	\$7	\$10	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1389	\$19	\$32	\$58	\$84	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 123	\$4	\$6	\$10	\$15	N/A
<b>– OTHER BUSES</b>					
\$ 851	\$20	\$31	\$53	\$77	N/A
<b>– VAN POOLS</b>					
\$ 336	\$4	\$6	\$11	\$16	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 221	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 203	\$2	\$3	\$6	\$9	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 193	\$2	\$3	\$6	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1259	\$17	\$29	\$52	\$75	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 112	\$4	\$6	\$10	\$15	N/A
<b>– OTHER BUSES</b>					
\$ 771	\$19	\$29	\$50	\$73	N/A
<b>– VAN POOLS</b>					
\$ 305	\$4	\$6	\$10	\$15	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 202	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 113**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 297	\$2	\$3	\$6	\$9	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 240	\$3	\$4	\$8	\$12	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1841	\$25	\$42	\$77	\$112	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 163	\$4	\$7	\$11	\$16	N/A
<b>– OTHER BUSES</b>					
\$ 1129	\$21	\$32	\$55	\$80	N/A
<b>– VAN POOLS</b>					
\$ 446	\$5	\$8	\$14	\$20	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 308	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 366	\$3	\$4	\$7	\$10	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 304	\$3	\$5	\$10	\$15	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 2269	\$31	\$52	\$94	\$136	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 201	\$5	\$7	\$11	\$16	N/A
<b>– OTHER BUSES</b>					
\$ 1391	\$21	\$33	\$57	\$83	N/A
<b>– VAN POOLS</b>					
\$ 549	\$7	\$10	\$18	\$26	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 379	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 115**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 312	\$3	\$5	\$8	\$12	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 255	\$3	\$5	\$8	\$12	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 1934	\$27	\$44	\$80	\$116	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 172	\$4	\$7	\$11	\$16	N/A
<b>– OTHER BUSES</b>					
\$ 1186	\$18	\$28	\$47	\$68	N/A
<b>– VAN POOLS</b>					
\$ 468	\$6	\$9	\$15	\$22	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 337	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 158	\$2	\$3	\$5	\$7	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 173	\$2	\$3	\$6	\$9	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 980	\$14	\$22	\$41	\$59	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 87	\$3	\$5	\$9	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 600	\$17	\$26	\$45	\$65	N/A
<b>– VAN POOLS</b>					
\$ 237	\$3	\$4	\$8	\$12	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 170	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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**WISCONSIN (48)  
TERRITORY 117**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits
	1000	2000	5000	10000	
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>					
\$ 142	\$2	\$3	\$4	\$6	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>					
\$ 151	\$2	\$3	\$5	\$7	N/A
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>					
<b>– TAXICABS AND LIMOUSINES</b>					
\$ 880	\$12	\$20	\$37	\$54	N/A
<b>– SCHOOL AND CHURCH BUSES</b>					
\$ 78	\$3	\$5	\$9	\$13	N/A
<b>– OTHER BUSES</b>					
\$ 540	\$17	\$26	\$45	\$65	N/A
<b>– VAN POOLS</b>					
\$ 213	\$3	\$4	\$7	\$10	N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>					
\$ 146	Refer to Rule 49.				N/A
<ul style="list-style-type: none"> <li>• For liability increased limits factors, refer to Rule 100.</li> <li>• For liability fleet factors, refer to Rules 22. and 39.</li> <li>• Other Than Auto losses for Auto Dealers risks are subject to an aggregate limit equal to three times the liability limit. For additional limits, refer to Rule 49.</li> </ul>					

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 66	\$ 115	\$ 214
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 55	\$ 96	\$ 280
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 67	\$ 117	\$ 272
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 81	\$ 139
– OTHER BUSES			
	\$ 46	\$ 81	\$ 139
– VAN POOLS			
	\$ 67	\$ 117	\$ 272
<ul style="list-style-type: none"> <li>• For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>• For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>• For Deductible factors, refer to Rule <b>98.</b></li> <li>• For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>• For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 103**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 49	\$ 85	\$ 203
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 51	\$ 89	\$ 298
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 50	\$ 87	\$ 258
– SCHOOL AND CHURCH BUSES			
	\$ 34	\$ 60	\$ 132
– OTHER BUSES			
	\$ 34	\$ 60	\$ 132
– VAN POOLS			
	\$ 50	\$ 87	\$ 258
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 110	\$ 191	\$ 193
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 109	\$ 189	\$ 247
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 195	\$ 245
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 134	\$ 125
– OTHER BUSES			
	\$ 77	\$ 134	\$ 125
– VAN POOLS			
	\$ 112	\$ 195	\$ 245
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
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<b>PHYSICAL DAMAGE</b>			
Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 54	\$ 93	\$ 177
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 66	\$ 114	\$ 260
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 55	\$ 95	\$ 225
– SCHOOL AND CHURCH BUSES			
	\$ 38	\$ 65	\$ 115
– OTHER BUSES			
	\$ 38	\$ 65	\$ 115
– VAN POOLS			
	\$ 55	\$ 95	\$ 225
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 78	\$ 135	\$ 185
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 89	\$ 154	\$ 226
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 80	\$ 138	\$ 235
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 95	\$ 120
– OTHER BUSES			
	\$ 55	\$ 95	\$ 120
– VAN POOLS			
	\$ 80	\$ 138	\$ 235
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 107**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 58	\$ 100	\$ 159
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 57	\$ 99	\$ 231
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 59	\$ 102	\$ 202
– SCHOOL AND CHURCH BUSES			
	\$ 41	\$ 70	\$ 103
– OTHER BUSES			
	\$ 41	\$ 70	\$ 103
– VAN POOLS			
	\$ 59	\$ 102	\$ 202
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 63	\$ 109	\$ 140
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 51	\$ 89	\$ 237
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 64	\$ 111	\$ 178
– SCHOOL AND CHURCH BUSES			
	\$ 44	\$ 76	\$ 91
– OTHER BUSES			
	\$ 44	\$ 76	\$ 91
– VAN POOLS			
	\$ 64	\$ 111	\$ 178
<ul style="list-style-type: none"> <li>• For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>• For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>• For Deductible factors, refer to Rule <b>98.</b></li> <li>• For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>• For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 109**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 110	\$ 191	\$ 175
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 137	\$ 237	\$ 205
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 195	\$ 222
– SCHOOL AND CHURCH BUSES			
	\$ 77	\$ 134	\$ 114
– OTHER BUSES			
	\$ 77	\$ 134	\$ 114
– VAN POOLS			
	\$ 112	\$ 195	\$ 222
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 57	\$ 99	\$ 177
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 69	\$ 120	\$ 231
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 58	\$ 101	\$ 225
– SCHOOL AND CHURCH BUSES			
	\$ 40	\$ 69	\$ 115
– OTHER BUSES			
	\$ 40	\$ 69	\$ 115
– VAN POOLS			
	\$ 58	\$ 101	\$ 225
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 111**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 77	\$ 133	\$ 173
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 65	\$ 112	\$ 221
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 79	\$ 136	\$ 220
– SCHOOL AND CHURCH BUSES			
	\$ 54	\$ 93	\$ 112
– OTHER BUSES			
	\$ 54	\$ 93	\$ 112
– VAN POOLS			
	\$ 79	\$ 136	\$ 220
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 60	\$ 104	\$ 172
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 43	\$ 75	\$ 259
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 61	\$ 106	\$ 218
– SCHOOL AND CHURCH BUSES			
	\$ 42	\$ 73	\$ 112
– OTHER BUSES			
	\$ 42	\$ 73	\$ 112
– VAN POOLS			
	\$ 61	\$ 106	\$ 218
<ul style="list-style-type: none"> <li>• For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>• For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>• For Deductible factors, refer to Rule <b>98.</b></li> <li>• For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>• For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 114**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 51	\$ 88	\$ 212
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 56	\$ 97	\$ 326
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 52	\$ 90	\$ 269
– SCHOOL AND CHURCH BUSES			
	\$ 36	\$ 62	\$ 138
– OTHER BUSES			
	\$ 36	\$ 62	\$ 138
– VAN POOLS			
	\$ 52	\$ 90	\$ 269
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 44	\$ 76	\$ 188
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 46	\$ 80	\$ 310
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 45	\$ 78	\$ 239
– SCHOOL AND CHURCH BUSES			
	\$ 31	\$ 53	\$ 122
– OTHER BUSES			
	\$ 31	\$ 53	\$ 122
– VAN POOLS			
	\$ 45	\$ 78	\$ 239
<ul style="list-style-type: none"> <li>• For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>• For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>• For Deductible factors, refer to Rule <b>98.</b></li> <li>• For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>• For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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**WISCONSIN (48)  
TERRITORY 116**

<b>PHYSICAL DAMAGE</b>			
<b>Original Cost New Range</b>			
<b>\$15,001 – 20,000</b>			
	<b>Specified Causes Of Loss</b>	<b>Comp.</b>	<b>\$500 Ded. Coll.</b>
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 99	\$ 172	\$ 198
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 148	\$ 257	\$ 191
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 101	\$ 175	\$ 251
– SCHOOL AND CHURCH BUSES			
	\$ 69	\$ 120	\$ 129
– OTHER BUSES			
	\$ 69	\$ 120	\$ 129
– VAN POOLS			
	\$ 101	\$ 175	\$ 251
<ul style="list-style-type: none"> <li>• For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>• For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>• For Deductible factors, refer to Rule <b>98.</b></li> <li>• For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>• For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

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PHYSICAL DAMAGE Original Cost New Range \$15,001 – 20,000			
	Specified Causes Of Loss	Comp.	\$500 Ded. Coll.
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>			
– Local And Intermediate – All Vehicles			
– Long Distance – Light Trucks And Trailers Used With Light Trucks			
	\$ 94	\$ 164	\$ 190
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 103	\$ 179	\$ 200
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 96	\$ 167	\$ 241
– SCHOOL AND CHURCH BUSES			
	\$ 66	\$ 115	\$ 124
– OTHER BUSES			
	\$ 66	\$ 115	\$ 124
– VAN POOLS			
	\$ 96	\$ 167	\$ 241
<ul style="list-style-type: none"> <li>● For physical damage fleet factors, refer to Rules <b>22.</b> and <b>39.</b></li> <li>● For additional coverages, refer to the Additional Coverages Table in Rules <b>23.</b> and <b>40.</b></li> <li>● For Deductible factors, refer to Rule <b>98.</b></li> <li>● For Original Cost New and Age Group factors, refer to Rule <b>101.</b></li> <li>● For Stated Amount factors, refer to Rule <b>101.</b></li> </ul>			

## Supplementary Information – Wisconsin

### Introduction

This document provides additional information on the attached loss cost level experience review, including:

- A summary of recent trends in Liability claim costs
- A summary of significant factors used in the development of loss cost indications and a comparison to the factors used in the prior filing that underlie the loss costs currently in effect
- A discussion of the experience underlying the loss cost level evaluation, and how it compares to the prior review
- Issues related to Commercial Auto in Wisconsin

Statistical plan data reported to ISO is first processed through a system of rigorous automated data verification processes so that only data that would be valid is used for ratemaking. Subsequent to this initial data submission review, additional analyses involving an even more customized data review for this line was performed by staff. During these processes, various data records were excluded from the review, corrected or adjusted. Specifically, various reported exposure amounts have been adjusted prior to their use in the calculations. The ISO staff responsible for this loss cost review also reviewed the data for reasonableness.

### Trends in Liability Claim Costs

The table below shows the latest sixteen evaluations of 12-pt. paid claim cost trends.

#### Multistate Paid Claim Cost Trends

<u>Data Through</u>	<u>\$100,000 Bodily Injury</u>	<u>\$100,000 Property Damage</u>
03/31/2015	+1.5%	+3.3%
06/30/2015	+2.2%	+3.5%
09/30/2015	+1.9%	+3.7%
12/31/2015	+2.3%	+4.6%
03/31/2016	+2.9%	+4.8%
06/30/2016	+2.9%	+5.2%
09/30/2016	+2.6%	+5.5%
12/31/2016	+2.7%	+5.7%
03/31/2017	+2.7%	+5.7%
06/30/2017	+2.8%	+5.6%
09/30/2017	+3.0%	+5.4%
12/31/2017	+3.8%	+4.8%
03/31/2018	+4.2%	+4.5%
06/30/2018	+4.4%	+4.3%
09/30/2018	+5.1%	+4.2%
12/31/2018	+5.5%	+4.3%

ISO believes that bodily injury claim cost trends will primarily be driven by changes in the costs of providing medical care. At times, other factors serve to reduce (or exacerbate) the claim cost trends.

## Supplementary Information – Wisconsin

### Trends in Medical Care Costs

The table below shows the last twelve annual rates of change, based upon the CPI, for Medical Care and Hospital & Other Related Services, separately.

<u>Period</u>	<u>CPI – Medical Care Annual Rate of Change<sup>1</sup></u>	<u>CPI – Hospital &amp; Other Related Services Annual Rate of Change</u>
October 2007 - September 2008	3.2%	6.6%
October 2008 - September 2009	3.5%	6.6%
October 2009 - September 2010	3.4%	7.3%
October 2010 - September 2011	2.8%	4.9%
October 2011 - September 2012	4.1%	4.7%
October 2012 - September 2013	2.4%	5.4%
October 2013 - September 2014	2.0%	3.5%
October 2014 - September 2015	2.5%	3.3%
October 2015 - September 2016	4.9%	5.6%
October 2016 - September 2017	1.6%	4.3%
October 2017 - September 2018	1.7%	3.7%
October 2018 - September 2019	3.5%	2.1%

### Claim Frequencies

Historically, frequency trends for Commercial Auto liability have been quite variable, have differed between Trucks, Tractors, and Trailers (TTT) and Private Passenger Types (PPT) liability classes, and have often displayed cyclical patterns. As a result, an exponential curve of the form  $Y=A(B^X)$  does not fit the data well over the long term. To reflect these characteristics and the difficulty in predicting turning points and rates of change, frequency trend is being selected to be 0% for TTT and PPT for both the Bodily Injury and Property Damage coverages.

### Claim Counts

Claim counts are now being estimated from information on the individual loss records reported to ISO, rather than the claim counts that have been reported to ISO via the statistical plans. This is being done to address company inconsistencies in interpreting ISO's claim count reporting rules.

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<sup>1</sup> Annual Rate of Change for a particular year is calculated as the CPI index for September of that year divided by the same index for September for the previous year, minus one.

## Supplementary Information – Wisconsin

### Wisconsin Trends

#### **Trucks, Tractors & Trailers and Private Passenger Types Liability**

	Current Trends <u>Data through 12/31/2018</u>	Previous Trends <u>Data through 12/31/2017</u>
Wisconsin Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	2.6%	7.3%
Property Damage (\$100,000 Limit)	3.7%	4.8%
Credibility-Weighted Claim Cost Trends		
Bodily Injury (\$100,000 Limit)	5.5%	3.8%
Property Damage (\$100,000 Limit)	4.2%	4.8%
Selected Claim Frequency Trends		
Trucks, Tractors & Trailers		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Private Passenger Types		
Bodily Injury	0.0%	0.0%
Property Damage	0.0%	0.0%
Selected Pure Premium Trends		
Trucks, Tractors & Trailers		
Bodily Injury (\$100,000 Limit)	5.5%	3.8%
Property Damage (\$100,000 Limit)	4.2%	4.8%
Private Passenger Types		
Bodily Injury (\$100,000 Limit)	5.5%	3.8%
Property Damage (\$100,000 Limit)	4.2%	4.8%

Wisconsin bodily injury severity trend receives 0% weight when combined with multistate trend in the filing, property damage trend receives 15% weight.

If the prior trends were used to calculate the indicated changes in this document, the Truck, Tractors & Trailers Liability indication would have been 1.6% rather than 3.3%. For the Private Passenger Types coverage, the indication would have been 0.1% instead of 1.5%.

## Supplementary Information – Wisconsin

### Physical Damage Loss Trend

	<u>Coverage</u>	Current Trends	Previous Trends
		<u>Data through 12/31/2018</u>	<u>Data through 12/31/2017</u>
Trucks, Tractors & Trailers	OTC	+7.0%	+7.0%
	Collision	+4.5%	+5.0%
Private Passenger Types	OTC	+6.5%	+6.5%
	Collision	+4.0%	+4.5%

### Physical Damage OCN Trend

	<u>Coverage</u>	Current Trends	Previous Trends
		<u>Data through 12/31/2018</u>	<u>Data through 12/31/2017</u>
Trucks, Tractors & Trailers	OTC	+0.9%	+1.0%
	Collision	+1.5%	+1.6%
Private Passenger Types	OTC	+1.0%	+1.1%
	Collision	+0.6%	+0.6%

The loss trend has remained the same for Trucks, Tractors & Trailers OTC and Private Passenger Types OTC. The OCN trend has decreased by 0.1 points for Trucks, Tractors & Trailers OTC and has decreased by 0.1 points for Private Passenger Types OTC. If the prior loss and OCN trends were used, the Trucks, Tractors and Trailers and Private Passenger Types OTC indications in this document would have 7.0%, instead of 7.3%, and 7.4%, instead of 7.7%, respectively.

The loss trend has decreased by 0.5 points for Trucks, Tractors & Trailers collision and for Private Passenger Types collision. The OCN trend has decreased by 0.1 points for Trucks, Tractors, & Trailers collision and has remained the same for Private Passenger Types collision. If the prior loss and OCN trends were used, the Trucks, Tractors & Trailers and Private Passenger Types collision indications in this document would have been 13.3%, instead of 11.9%, and 8.3%, instead of 7.1%, respectively.

## Supplementary Information – Wisconsin

### Loss Development

#### Methodology

For the Trucks, Tractors & Trailers and Private Passenger Types Liability coverages, we continue to employ a credibility-weighted combination of Wisconsin and multistate factors for the 15 to 27 month link ratios for BI and PD, and the 27 to 39 month link ratios for BI only. For all coverages, the "best three of five" link ratios have been used. Specifically, the highest and lowest link ratios from the latest five years of the experience have been removed from the calculation and the remaining three ratios are used to calculate the three-year average.

#### Factors

	<u>Current (100K)</u>	<u>Previous (100K)</u>
Trucks, Tractors and Trailers BI		
39 to Ultimate	1.074	1.080
27 to Ultimate	1.184	1.206
15 to Ultimate	1.427	1.389
Trucks, Tractors and Trailers PD		
39 to Ultimate	1.004	1.003
27 to Ultimate	1.013	1.011
15 to Ultimate	1.046	1.025
Private Passenger Types BI		
39 to Ultimate	1.071	1.069
27 to Ultimate	1.177	1.142
15 to Ultimate	1.374	1.404
Private Passenger Types PD		
39 to Ultimate	1.004	1.004
27 to Ultimate	1.012	1.012
15 to Ultimate	1.032	1.027

## Supplementary Information – Wisconsin

### Other Factors

Unallocated Loss Adjustment Expense factors:

	<u>Data through 12/31/2018</u>	<u>Data through 12/31/2017</u>
Bodily Injury	1.075	1.075
Property Damage	1.100	1.100
Physical Damage	1.130	1.130

### Indicated vs. Filed Changes

An overall change of 5.6% is indicated when each of the coverage indications is weighted by its respective loss cost volume. Staff will file the indications, which reflect a 10/1/2020 proposed effective date, with the following exceptions: the filed loss costs for liability and collision have been adjusted by a factor of 0.98 to reflect the impact of COVID-19.

<u>Coverage</u>	<u>Indicated Change</u>	<u>Filed Change</u>
Trucks, Tractors and Trailers Liability	3.3%	1.2%
Trucks, Tractors and Trailers Collision	11.9%	9.7%
Private Passenger Types Liability	1.5%	-0.5%
Private Passenger Types Collision	7.1%	5.0%

The overall filed change is 3.8%.

### Notes

- The Trucks, Tractors & Trailers Collision indication (11.9%) is due to very poor experience in accident year ending 2019 resulting in an experience ratio of 1.241, which made up 50% of the average experience ratio.
- The Auto Dealers Liability coverage is not being reviewed this year.
- The Auto Dealers and Garagekeepers physical damage coverages are not being reviewed this year.