

LOSS COSTS – IMPLEMENTATION

NOVEMBER 30, 2021

COMMERCIAL AUTOMOBILE

LI-CA-2021-361

## **NEW JERSEY REVISED COMMERCIAL AUTO ADVISORY PROSPECTIVE LOSS COSTS AMENDED AND TO BE IMPLEMENTED**

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### **KEY MESSAGE**

Commercial Auto filing CA-2021-BRLA1 in New Jersey is amended and to be implemented

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### **UPGRADE TO WORD AND EXCEL DOCUMENTS**

As previously noted, ISO is implementing changes to our authoring and delivery systems so that **newly created** documents will be delivered in Office 365 .docx/.xlsx format to be phased in by product/service. In addition to **form** documents, we are pleased to announce that during the third quarter 2021, you will be receiving **circular cover letter** and **Notice To Manualholders (NTM)** documents in .docx format delivered/accessed via Circulars, CLM, EFD, ERC, Filings, FIRST, Forms Library, PRM and Suite +. Changes continue for other document types to be phased in by product/service. Products impacted include, but are not limited to, documents delivered/accessed via Circulars, CLM, EFD, ERC, Filings, FIRST, Forms Library (including PolicyWriting Support Forms Instructional Supplement), PRM, Statistical Plans and Suite +.

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### **CONSIDERATION OF COVID-19**

There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far, we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We expect that the sharpest economic disruptions are behind us, but the effects may persist in muted form for some time. In response to this, we are taking the effects of COVID-19 into account when we make our trend selections in the loss cost filings. Additionally, due to the impact that the COVID-19 pandemic had on experience from March 2020 and beyond, we have decided to adjust the year weights for liability, PIP, and collision to give less weight to the most recent year. Please feel free to contact us for additional discussion, clarification or questions.

See the filing material for further details.

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### **BACKGROUND**

In circular [LI-CA-2021-298](#), we submitted filing CA-2021-BRLA1 filing in New Jersey.

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### **ISO ACTION**

We have amended and are implementing filing CA-2021-BRLA1 in New Jersey.

Refer to the attached explanatory material for complete details about the amendment.

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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 April 1, 2022.

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 April 1, 2022, 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.

In all correspondence with the Insurance Department on this revision, you should refer to ISO Filing Number CA-2021-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-2021-004](#) 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 4-22 (or the earliest possible subsequent date), along with any new and/or revised manual pages.

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## REFERENCE(S)

- [LI-CA-2021-298](#) (08/30/2021) New Jersey Revised Commercial Auto Advisory Prospective Loss Costs Filed
- [LI-CL-2021-004](#) (02/17/2021) Revised Lead Time Requirements Listing

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## ATTACHMENT(S)

Amendment to Filing [CA-2021-BRLA1](#)

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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, Kevin Hughes, 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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## ISO RISK ANALYZER®

The loss cost analysis in this circular is reflected in ISO Risk Analyzer®, a suite of predictive models that help with granular pricing of insurance risks. Risk Analyzer can provide loss costs for refined territories and classes, as well as feed custom modeling efforts. For more information, please visit <https://www.verisk.com/riskanalyzer>.

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## CONTACT INFORMATION

If you have any questions concerning:

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NEW JERSEY

BASIC LIMITS PROSPECTIVE LOSS COST LEVEL – COMMERCIAL AUTOMOBILE

FILING CA-2021-BRLA1 (Amended)

EXECUTIVE SUMMARY

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PURPOSE	<p>This document:</p> <ul style="list-style-type: none"><li>• revises the initial CA-2021-BRLA1 filing to cap the statewide loss cost level change at 4.0% at the request of the New Jersey Department of Banking and Insurance.</li><li>• revises the advisory prospective loss costs for the major Commercial Automobile classes. These loss costs represent a 4.0% statewide change from the loss costs currently in effect.</li><li>• provides the analyses used to derive these advisory loss costs.</li></ul>
DEFINITION OF THE ISO ADVISORY PROSPECTIVE LOSS COSTS	<p>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.”</p>
CONSIDERATION OF COVID-19	<p>There will almost certainly be long-term behavioral, social and economic changes as a result of COVID-19. So far we observe that the pandemic resulted in decreases for Commercial Auto frequencies with some offsetting effects on severity. We expect that the sharpest economic disruptions are behind us, but the effects may persist in muted form for some time. In response to this, we are taking the effects of COVID-19 into account when we make our trend selections in the loss cost filings. Additionally, due to the impact that the COVID-19 pandemic had on experience from March 2020 and beyond, we have decided to adjust the year weights for liability, PIP, and collision to give less weight to the most recent year. Please feel free to contact us for additional discussion, clarification or questions.</p>
OPTIONAL CLASS PLAN LOSS COSTS	<p>The loss costs contained in this filing CA-2021-BRLA1 (Amended) 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-2021-BRLB1 (Amended).</p>
FORMAT	<p>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 D-6, the exhibits are labeled EXHIBIT A1 through EXHIBIT D6, and the revised prospective loss cost pages are numbered E-1 through E-55.</p>
PRIVATE PASSENGER TYPES SPECIFIED CAUSES OF LOSS	<p>This filing introduces a Loss Cost for Specified Causes of Loss Coverage for Private Passenger Types Vehicles.</p>

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AUTO DEALERS  
AND  
GARAGEKEEPERS

The Auto Dealers Liability coverage and the Auto Dealers and Garagekeepers Physical Damage coverages are not being reviewed this year.

PUBLIC  
AUTOMOBILES

The base loss costs for the Public automobiles continue to be derived from the Trucks, Tractors & Trailers base loss costs through relativities. These relativities have been revised. The supporting material is provided in Section D.

REVISED LOSS  
COST CHANGES

The statewide advisory loss cost level changes are:

<u>Trucks, Tractors &amp; Trailers</u>	<u>Indicated</u>	<u>Filed</u>	<u>Amended</u>
<u>Liability</u>			
Single Limit Liability	12.4%	12.4%	6.6%
<u>Physical Damage</u>			
Other than Collision	4.9%	N.C.	N.C.
Collision	2.7%	N.C.	N.C.
Total Trucks, Tractors & Trailers	11.3%	11.0%	5.8%
<u>Private Passenger Types</u>			
<u>Liability</u>			
Single Limit Liability	7.1%	7.1%	6.6%
Personal Injury Protection	2.1%	N.C.	N.C.
<u>Physical Damage</u>			
Other than Collision	15.1%	15.1%	6.6%
Collision	1.6%	N.C.	N.C.
Total Private Passenger Types	6.3%	6.0%	5.1%
<u>Publics</u>			
Single Limit Liability	-5.4%	-5.4%	-10.4%
<u>Physical Damage</u>			
Other Than Collision	-20.9%	-24.6%	-24.6%
Collision	-18.1%	-20.3%	-20.3%
Total Publics	-7.1%	-7.5%	-11.8%
<u>Grand Total</u>	8.8%	8.5%	4.0%

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

INDICATED VS.  
FILED VS.  
AMENDED

Indicated changes are based on standard ISO methodology, utilizing a 1/1/2022 trend effective date. The filed loss cost level changes are the same as the indicated with the following exceptions: For Trucks, Tractors & Trailers OTC, No Change (N.C.) was selected to better reflect the favorable state experience. No Change (N.C.) was selected for Trucks, Tractors & Trailers Collision and Private Passenger Types PIP and Collision due to the modest indications. The amended percent changes are the result of the request from the New Jersey Department of Banking and Insurance to cap the overall statewide loss cost level change at 4.0%.

PRIOR ISO REVISIONS

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The latest selected revisions in this state are:

<u>Filing</u>	CA-19-BRLA1	CA-18-BRLA1	CA-17-BRLA1
Rate Level/ Loss Costs	Loss Costs	Loss Costs	Loss Costs
Effective Date	1/1/2020	1/1/2019	1/1/2018
<u>Changes</u>			
Indicated	2.8%	2.4%	6.2%
Filed	2.9%	2.3%	6.1%
Approved	2.9%	2.3%	6.1%

HISTORICAL SOURCE DATA

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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.
- Accident year data through year ended 6/30/2020 for all coverages.

ADJUSTMENTS TO REPORTED EXPERIENCE

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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 first quarter 2020 and claim frequency trend data through first quarter 2020 were used in selecting the following annual liability trend factors:



COMPANY  
DECISION

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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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NEW JERSEY  
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." See the calculations in **Exhibits B1-B4**.

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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. See the calculations in **Exhibits B5-B12**.

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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 E.

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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. See the calculations in **Exhibits B1-B4**.

---

**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.

---

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. See the calculations in **Exhibits B5-B12**.

EXPLANATORY MEMORANDUM FOR TRUCKS, TRACTORS & TRAILERS AND PRIVATE PASSENGER TYPES LIABILITY AND PIP 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 LIABILITY  
OR BASIC PIP  
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 \$100,000 liability or basic PIP loss cost at 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 or basic PIP 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 liability or basic PIP 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).

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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:

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

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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 liability base class loss cost or basic PIP 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 liability base loss cost or basic PIP loss cost.

---

COLUMN (11)  
ADVISORY  
LOSS COST  
CHANGE

Percentage change from the present base loss cost to the revised base loss cost.

---

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

---

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

$$[\text{Terr. Col (6)} / \text{SW Total Col. (6)}]$$

(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. See the calculations in **Exhibit C1**.

---

### 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)

---

### 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. See the calculations in **Exhibits C2-C3**.

---

### 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. Note that the claim cost data used has been fit through the first quarter 2020 so as to exclude data points deemed to have been significantly affected by the pandemic.

---

### 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. See the calculations in **Exhibits C4-C5**. 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	
Type of Loss	Glass	Fire	Glass	Fire
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	
Type of Loss	Glass	Fire	Glass	Fire
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. See the calculations in **Exhibits C6-C9**. 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:	+6.0%	+6.0%
COLL:	+4.0%	+4.0%

PERSONAL  
INJURY  
PROTECTION  
TREND

The average annual trend for personal injury protection coverage is based on consumer price indices for medical and hospital related services, and wage data from the Bureau of Labor statistics. The average annual claim cost trend uses a weighted average of the medical and wage trends using weights based on type of loss data for this state. The weighted average annual trend in claim cost is then multiplied by the selected average annual trend in claim frequency. The average annual trend in claim frequency for PIP that is used is the same for bodily injury claim frequency.

COMMERCIAL AUTOMOBILE PHYSICAL DAMAGE  
SUPPLEMENTARY EXHIBIT

Quarterly Values <u>Ending</u>	Consumer Price Index for Bodywork	
	<u>Actual</u>	<u>Exponential Fit</u>
06/30/2017	2.942	2.920
09/30/2017	2.945	2.945
12/31/2017	2.966	2.970
03/31/2018	2.999	2.995
06/30/2018	3.016	3.020
09/30/2018	3.033	3.046
12/31/2018	3.061	3.071
03/31/2019	3.074	3.097
06/30/2019	3.118	3.123
09/30/2019	3.158	3.150
12/31/2019	3.189	3.177
03/31/2020	3.194	3.203
06/30/2020	3.248	3.231
09/30/2020	3.263	3.258
12/31/2020	3.283	3.285
03/31/2021	3.315	3.313
	<u>R-Squared</u>	<u>Average Annual Change</u>
16 Point Fit	0.9911	3.4%
12 Point Fit	0.9904	3.6%

## 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. See the calculations in **Exhibits C10-C11**. 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 1.4% 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 0.9% and 0.5% were selected for the OTC and Collision coverages respectively.

---

## LOSS DEVELOPMENT FOR LIABILITY

---

**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 September 30, 2020. In other words, accident year ended June 30, 2020 includes all losses and allocated loss adjustment expenses paid through September 30, 2020 on accidents occurring from July 1, 2019 to June 30, 2020 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2020, 15 months after the inception of the accident year. Similarly, the incurred losses and allocated loss adjustment expenses for accident year ended June 30, 2019 include all loss and loss adjustment expenses paid through September 30, 2020 on accidents occurring from July 1, 2018 to June 30, 2019 and all losses and allocated loss adjustment expenses outstanding on these accidents as of September 30, 2020, 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. See the calculations in **Exhibits C12-C13**.

---

**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 September 30, 2020. In other words, accident year ended June 30, 2020 includes all losses paid through September 30, 2020 on accidents occurring from July 1, 2019 to June 30, 2020. Similarly, the paid losses for accident year ended June 30, 2019 include all losses paid through September 30, 2020 on accidents occurring from July 1, 2018 to June 30, 2019. 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. See the calculations in **Exhibits C14-C15**.

---

### 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, PIP, 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 PIP  
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  $\geq$  4,500,  
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  $\geq$  550,  
Then use 3 years of experience and assign 50/30/20 weights.
5. If 3 year Avg. claims  $<$  550,  
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.

PERSONAL INJURY PROTECTION  
CREDIBILITY TABLES  
NUMBER OF CLAIMS

<u>Credibility</u>			
0.00*	0	-	11
0.05	12	-	44
0.10	45	-	101
0.15	102	-	179
0.20	180	-	281
0.25	282	-	404
0.30	405	-	551
0.35	552	-	719
0.40	720	-	911
0.45	912	-	1,124
0.50	1,125	-	1,361
0.55	1,362	-	1,619
0.60	1,620	-	1,901
0.65	1,902	-	2,204
0.70	2,205	-	2,531
0.75	2,532	-	2,879
0.80	2,880	-	3,251
0.85	3,252	-	3,644
0.90	3,645	-	4,061
0.95	4,062	-	4,499
1.00		>	4,499

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.

NEW JERSEY  
CLAIMS PER TERRITORY  
LIABILITY AND PIP

Territory	Trucks, Tractors & Trailers	Private Passenger Types	
	Incurred Claims 5 Years Ending 6/30/2020 Combined BI and PD	Incurred Claims 5 Years Ending 6/30/2020 Combined BI and PD	PIP
101	1,191	151	19
102	804	106	4
103	2,127	384	24
104	1,425	242	14
105	124	28	3
106	445	96	8
107	85	11	2
108	653	79	2
110	2,504	728	50
111	2,148	456	40
112	804	196	18
113	874	154	4
114	3,457	555	39
115	1,396	246	18
116	1,522	301	16
117	1,557	301	16
119	52	3	0
122	163	15	0
123	257	44	3
124	519	164	3
125	4,055	1,012	51
126	1,908	337	25
127	4,146	763	62
131	644	200	15
138	168	25	1
139	666	208	12
140	2,224	437	27
SW Total	35,918	7,242	476

Claims for Trend

BI	PD
<u>2,416</u>	<u>8,923</u>

NEW JERSEY  
CLAIMS PER TERRITORY  
PHYSICAL DAMAGE

Territory	Trucks, Tractors & Trailers Paid Claims 5 Years Ending 6/30/2020		Private Passenger Types Paid Claims 5 Years Ending 6/30/2020	
	OTC	Coll	OTC	Coll
101	98	342	58	198
102	54	242	21	117
103	177	639	94	369
104	140	465	60	225
105	9	40	2	20
106	47	219	97	224
107	9	45	9	23
108	84	188	47	106
110	261	822	407	1,028
111	211	777	126	571
112	119	362	90	225
113	104	289	71	145
114	425	1,105	236	676
115	215	458	189	339
116	240	528	198	355
117	193	529	232	411
119	1	31	3	9
122	17	61	17	24
123	25	88	11	71
124	73	210	190	209
125	592	1,521	675	1,441
126	399	667	332	449
127	602	1,474	405	799
131	81	207	72	308
138	16	48	8	25
139	98	239	126	215
140	234	850	184	483
SW Total	4,524	12,446	3,960	9,065

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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SUPERSTORM  
SANDY  
ADJUSTMENT

For the current review there are thirty-four years for experience available. ISO's actuarial staff believes that catastrophic events of as great a magnitude as Superstorm Sandy should be expected to occur with a frequency less than once in every thirty-four years. When calculating the normal Wind and Water to non-Wind and Water ratio, accident year ending 06/30/2013 (which includes the losses from Superstorm Sandy) was assigned a weight of 1/40. This restricts the impact of Superstorm Sandy's losses to a once in forty years frequency instead of a once in thirty-four years frequency.

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INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
NEW JERSEY

TRUCKS, TRACTORS, AND TRAILERS

YEAR ENDING	(1) OTC WIND & WATER LOSSES	(2) OTC TOTAL LOSSES	(3) (2) - (1) TOTAL - WIND&WATER LOSSES	(4) (1) / (3) WIND & WATER / NON (W&W)	(5) AVG (4) - (4) VARIATION FROM AVG. WIND RATIO	(6) (3) x (5) WIND & WATER ADJUSTMENT	(7) (2) + (6) ADJ OTC TOTAL LOSSES
1987	60,389	4,620,297	4,559,908	0.013	0.246	1,121,737	5,742,034
1988	69,918	4,314,266	4,244,348	0.016	0.243	1,031,377	5,345,643
1989	86,704	4,800,564	4,713,860	0.018	0.241	1,136,040	5,936,604
1990	214,284	5,389,499	5,175,215	0.041	0.218	1,128,197	6,517,696
1991	70,513	5,570,029	5,499,516	0.013	0.246	1,352,881	6,922,910
1992	123,810	4,599,141	4,475,331	0.028	0.231	1,033,801	5,632,942
1993	939,253	5,069,274	4,130,021	0.227	0.032	132,161	5,201,435
1994	157,936	4,701,508	4,543,572	0.035	0.224	1,017,760	5,719,268
1995	123,474	4,528,017	4,404,543	0.028	0.231	1,017,449	5,545,466
1996	241,364	5,222,668	4,981,304	0.048	0.211	1,051,055	6,273,723
1997	319,424	4,905,385	4,585,961	0.070	0.189	866,747	5,772,132
1998	266,614	4,857,945	4,591,331	0.058	0.201	922,858	5,780,803
1999	131,985	4,620,559	4,488,574	0.029	0.230	1,032,372	5,652,931
2000	2,610,859	7,238,845	4,627,986	0.564	-0.305	-1,411,536	5,827,309
2001	207,029	4,453,634	4,246,605	0.049	0.210	891,787	5,345,421
2002	123,349	3,777,554	3,654,205	0.034	0.225	822,196	4,599,750
2003	366,461	3,679,326	3,312,865	0.111	0.148	490,304	4,169,630
2004	302,626	3,650,577	3,347,951	0.090	0.169	565,804	4,216,381
2005	586,062	3,913,505	3,327,443	0.176	0.083	276,178	4,189,683
2006	229,401	3,432,787	3,203,386	0.072	0.187	599,033	4,031,820
2007	604,157	3,289,222	2,685,065	0.225	0.034	91,292	3,380,514
2008	168,120	4,015,379	3,847,259	0.044	0.215	827,161	4,842,540
2009	138,726	2,549,949	2,411,223	0.058	0.201	484,656	3,034,605
2010	432,752	2,831,835	2,399,083	0.180	0.079	189,528	3,021,363
2011	206,459	2,718,135	2,511,676	0.082	0.177	444,567	3,162,702
2012	2,005,829	5,521,878	3,516,049	0.570	-0.311	-1,093,491	4,428,387
2013	19,704,740	22,985,649	3,280,909	6.006	-5.747	-18,855,384	4,130,265
2014	332,883	3,152,878	2,819,995	0.118	0.141	397,619	3,550,497
2015	157,148	3,491,952	3,334,804	0.047	0.212	706,978	4,198,930
2016	352,269	3,202,804	2,850,535	0.124	0.135	384,822	3,587,626
2017	314,359	4,031,583	3,717,224	0.085	0.174	646,797	4,678,380
2018	190,631	3,645,310	3,454,679	0.055	0.204	704,755	4,350,065
2019	851,808	4,316,192	3,464,384	0.246	0.013	45,037	4,361,229
2020	409,096	3,913,702	3,504,606	0.117	0.142	497,654	4,411,356

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.259

INSURANCE SERVICES OFFICE, INC.

WIND AND WATER PROCEDURE  
OTHER THAN COLLISION  
NEW JERSEY

PRIVATE PASSENGER TYPES

YEAR ENDING	(1) OTC WIND & WATER LOSSES	(2) OTC TOTAL LOSSES	(3) (2) - (1) TOTAL - WIND&WATER LOSSES	(4) (1) / (3) WIND & WATER / NON (W&W)	(5) AVG (4) - (4) VARIATION FROM AVG. WIND RATIO	(6) (3) x (5) WIND & WATER ADJUSTMENT	(7) (2) + (6) ADJ OTC TOTAL LOSSES
1987	90,861	9,351,599	9,260,738	0.010	0.230	2,129,970	11,481,569
1988	103,122	9,105,985	9,002,863	0.011	0.229	2,061,656	11,167,641
1989	151,608	9,043,788	8,892,180	0.017	0.223	1,982,956	11,026,744
1990	369,772	8,857,155	8,487,383	0.044	0.196	1,663,527	10,520,682
1991	239,846	7,609,740	7,369,894	0.033	0.207	1,525,568	9,135,308
1992	434,800	7,413,402	6,978,602	0.062	0.178	1,242,191	8,655,593
1993	2,196,392	9,150,380	6,953,988	0.316	-0.076	-528,503	8,621,877
1994	298,302	6,876,341	6,578,039	0.045	0.195	1,282,718	8,159,059
1995	288,136	7,680,987	7,392,851	0.039	0.201	1,485,963	9,166,950
1996	514,246	7,165,523	6,651,277	0.077	0.163	1,084,158	8,249,681
1997	576,833	7,044,024	6,467,191	0.089	0.151	976,546	8,020,570
1998	489,493	6,410,537	5,921,044	0.083	0.157	929,604	7,340,141
1999	271,647	4,880,139	4,608,492	0.059	0.181	834,137	5,714,276
2000	2,264,351	7,856,972	5,592,621	0.405	-0.165	-922,782	6,934,190
2001	344,026	4,663,897	4,319,871	0.080	0.160	691,179	5,355,076
2002	245,534	4,427,984	4,182,450	0.059	0.181	757,023	5,185,007
2003	905,286	4,121,949	3,216,663	0.281	-0.041	-131,883	3,990,066
2004	527,680	4,205,694	3,678,014	0.143	0.097	356,767	4,562,461
2005	622,592	3,744,653	3,122,061	0.199	0.041	128,005	3,872,658
2006	749,205	3,759,845	3,010,640	0.249	-0.009	-27,096	3,732,749
2007	1,100,829	4,191,486	3,090,657	0.356	-0.116	-358,516	3,832,970
2008	630,298	2,906,255	2,275,957	0.277	-0.037	-84,210	2,822,045
2009	265,348	2,593,332	2,327,984	0.114	0.126	293,326	2,886,658
2010	809,267	2,876,685	2,067,418	0.391	-0.151	-312,180	2,564,505
2011	438,955	3,530,849	3,091,894	0.142	0.098	303,006	3,833,855
2012	1,823,324	5,646,222	3,822,898	0.477	-0.237	-906,027	4,740,195
2013	8,725,692	11,515,116	2,789,424	3.128	-2.888	-8,055,857	3,459,259
2014	645,341	3,067,622	2,422,281	0.266	-0.026	-62,979	3,004,643
2015	624,764	3,274,270	2,649,506	0.236	0.004	10,598	3,284,868
2016	248,408	2,795,777	2,547,369	0.098	0.142	361,726	3,157,503
2017	550,440	2,958,464	2,408,024	0.229	0.011	26,488	2,984,952
2018	292,625	2,237,867	1,945,242	0.150	0.090	175,072	2,412,939
2019	536,433	2,784,970	2,248,537	0.239	0.001	2,249	2,787,219
2020	365,701	2,309,997	1,944,296	0.188	0.052	101,103	2,411,100

(8) NORMAL WIND TO NON W&W RATIO= AVG. (4) 0.240

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

**COMMERCIAL AUTOMOBILE  
MULTISTATE PUBLIC AUTOMOBILE RELATIVITIES**

Public Automobiles base loss costs are calculated as a multiplicative factor or relativity off the Trucks, Tractors & Trailers (territory) base loss costs for both Liability and Physical Damage. Public auto classes are further categorized into four subdivisions:

- Taxis and Limousines
- Van Pools
- School and Church Buses
- Other Buses

Changes in these relativities were calculated by observing changes in the experience ratios for Public Automobile classes and Trucks, Tractors & Trailers classes. Experience ratios are basic limits losses divided by aggregate loss costs at current level. Public Automobile aggregate loss costs include the current relativity off the Trucks, Tractors & Trailers base loss cost. Therefore any differences observed will show whether the current relativity should be increased or decreased.

The Liability review uses five years of accident year data ending 12/31/19 excluding Massachusetts, New York, and Puerto Rico. A multistate comparison was performed on the remaining states. Basic limit loss development factors were applied to basic limit losses. See the factors in **Exhibits D1-D5**. Experience ratios for each year were obtained using aggregate loss costs at current ISO level. Average experience ratios were then calculated using a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%. The ratios for Taxis and Limousines, Van Pools, School and Church Buses and Other Buses were separately indexed off of the Trucks, Tractors & Trailers ratio. These indicated changes were then multiplied by the current relativity to calculate a revised relativity. Page D-3 displays the five year average experience ratios and calculates the indicated changes. Page D-4 shows the underlying data used to calculate the experience ratios. The current relativities and new indications are summarized below:

LIABILITY

<u>Class</u>	<u>Current</u>	<u>Indicated</u>	<u>Selected</u>	<u>Change</u>
Taxis and Limousines	6.20	4.43	4.43	- 28.5%
Van Pools	1.50	1.05	1.05	- 30.0%
School & Church Buses	0.55	0.42	0.42	- 23.6%
Other Buses	3.80	3.48	3.48	- 8.4%

The Physical Damage review also uses five years of accident year data ending 12/31/19 excluding Massachusetts, New York, and Puerto Rico. A multistate comparison was performed on the remaining states. Losses were developed to an ultimate settlement basis. Experience ratios for Other Than Collision and Collision were obtained separately using aggregate loss costs at current ISO level. Average experience ratios were then calculated using a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%. Combined ratios for Taxis, Limousines & Van Pools and, separately, for School, Church & Other Buses were calculated and indexed off the Trucks, Tractors & Trailers experience ratios. These indicated changes were then multiplied by the current relativity to calculate a revised relativity. Page D-4 displays the average five year experience ratios and calculates the indicated changes. Pages D-5 and D-6 show the underlying data used to calculate the experience ratios. See **Exhibit D6** for public changes by class. The current relativities and new indications are summarized below:

PHYSICAL DAMAGE

<u>Class</u>	<u>Current</u>	<u>Indicated</u>	<u>Selected</u>	<u>Change</u>
Other Than Collision				
Taxis, Limos & Van Pools	1.02	1.10	1.10	+7.8%
School, Church & Other Buses	0.70	0.50	0.50	-28.6%
Collision				
Taxis, Limos & Van Pools	1.27	1.55	1.55	+22.0%
School, Church & Other Buses	0.65	0.46	0.46	-29.2%

**PUBLIC AUTOMOBILE RELATIVITIES CALCULATED**

**LIABILITY**

	<u>Losses/ Loss Costs</u>	<u>Indicated Change*</u>	<u>Current Relativity</u>	<u>Indicated Relativity@</u>
Trucks, Tractors & Trailers	0.815			
Taxis and Limousines	0.583	0.715	6.20	4.43
Van Pools	0.571	0.701	1.50	1.05
School & Church Buses	0.623	0.764	0.55	0.42
All Other Buses	0.746	0.915	3.80	3.48

**PHYSICAL DAMAGE**

	<u>Losses/ Loss Costs</u>	<u>Indicated Change*</u>	<u>Current Relativity</u>	<u>Indicated Relativity@</u>
<b>Other Than Collision</b>				
Trucks, Tractors & Trailers	0.794			
Taxis, Limos and Van Pools	0.855	1.077	1.02	1.10
School, Church & Other Buses	0.565	0.712	0.70	0.50
<b>Collision</b>				
Trucks, Tractors & Trailers	0.732			
Taxis, Limos and Van Pools	0.891	1.217	1.27	1.55
School, Church & Other Buses	0.522	0.713	0.65	0.46

\* Indicated Change = Experience Ratio for Publics Class/Experience Ratio for Commercial Cars  
 For example, for Van Pools Liability,  $0.701 = 0.571/0.815$

@ Indicated Relativity = Indicated Change x Current Relativity  
 For example, for Van Pools Liability,  $1.05 = 0.701 \times 1.50$

**PUBLIC AUTOMOBILE RELATIVITIES  
LIABILITY DATA**

	Aggregate Loss Costs <u>At Current Level</u>	Basic Limit <u>BI Losses</u>	Basic Limit <u>PD Losses</u>	Basic Limit <u>Losses/Loss Costs</u>
<b>Trucks, Tractors &amp; Trailers</b>				
2015	1,695,481,129	745,930,825	470,602,864	0.718
2016	1,694,886,344	836,739,383	502,829,301	0.790
2017	1,758,623,845	894,288,578	518,371,951	0.803
2018	1,775,807,756	933,396,678	561,835,080	0.842
2019	<u>1,816,865,578</u>	<u>965,020,134</u>	<u>573,222,422</u>	<u>0.847</u>
Total	8,741,664,652	4,375,375,598	2,626,861,618	0.815*
<b>Taxis and Limousines</b>				
2015	39,757,648	18,313,224	6,736,335	0.630
2016	35,976,189	15,434,015	6,570,058	0.612
2017	35,646,660	12,355,689	5,439,436	0.499
2018	28,134,954	11,908,915	4,702,347	0.590
2019	<u>24,127,644</u>	<u>10,858,144</u>	<u>3,651,013</u>	<u>0.601</u>
Total	163,643,095	68,869,988	27,099,189	0.583*
<b>Van Pools</b>				
2015	4,335,116	1,112,697	520,151	0.377
2016	4,363,868	2,226,842	748,098	0.682
2017	5,166,021	2,601,577	720,930	0.643
2018	4,473,888	1,902,215	725,342	0.587
2019	<u>3,494,060</u>	<u>1,385,274</u>	<u>426,814</u>	<u>0.519</u>
Total	21,832,953	9,228,604	3,141,335	0.571*
<b>School &amp; Church Buses</b>				
2015	48,920,539	17,613,827	10,699,542	0.579
2016	50,109,029	20,439,370	11,431,691	0.636
2017	52,186,287	21,777,378	12,248,792	0.652
2018	54,506,940	19,149,048	13,404,173	0.597
2019	<u>56,492,126</u>	<u>21,484,569</u>	<u>14,259,713</u>	<u>0.633</u>
Total	262,214,922	100,464,191	62,043,911	0.623*
<b>Other Buses</b>				
2015	77,438,534	38,900,237	16,717,610	0.718
2016	86,257,832	47,484,158	18,820,332	0.769
2017	93,200,231	51,698,607	21,895,625	0.790
2018	104,578,298	52,875,373	23,364,635	0.729
2019	<u>104,354,742</u>	<u>53,118,247</u>	<u>22,790,604</u>	<u>0.727</u>
Total	465,829,637	244,076,623	103,588,805	0.746*

\* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

**PUBLIC AUTOMOBILE RELATIVITIES  
PHYSICAL DAMAGE DATA**

**Other than Collision**

	<u>Aggregate Loss Costs At Current Level</u>	<u>Losses</u>	<u>Losses/ Aggregate Loss Costs</u>
<b>Trucks, Tractors &amp; Trailers</b>			
2015	358,246,637	232,352,003	0.649
2016	374,427,072	295,001,387	0.788
2017	379,240,393	313,510,578	0.827
2018	389,746,629	311,017,844	0.798
2019	<u>395,936,164</u>	<u>324,304,137</u>	<u>0.819</u>
Total	1,897,596,896	1,476,185,948	0.794*
<b>Taxis, Limousines and Van Pools</b>			
2015	2,891,429	1,795,708	0.621
2016	2,641,581	1,901,777	0.720
2017	2,221,921	2,385,823	1.074
2018	2,023,209	1,775,769	0.878
2019	<u>1,853,368</u>	<u>1,547,935</u>	<u>0.835</u>
Total	11,631,508	9,407,012	0.855*
<b>School, Church and Other Buses</b>			
2015	22,976,947	11,144,333	0.485
2016	23,619,828	14,805,009	0.627
2017	26,001,298	15,955,569	0.614
2018	31,999,882	17,579,504	0.549
2019	<u>29,982,174</u>	<u>16,261,665</u>	<u>0.542</u>
Total	134,580,128	75,746,080	0.565*

\* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

**PUBLIC AUTOMOBILE RELATIVITIES  
PHYSICAL DAMAGE DATA**

**Collision**

	<u>Aggregate Loss Costs At Current Level</u>	<u>Losses</u>	<u>Losses/ Aggregate Loss Costs</u>
<b>Trucks, Tractors &amp; Trailers</b>			
2015	1,129,489,730	656,299,156	0.581
2016	923,054,578	681,978,820	0.739
2017	936,738,293	674,457,427	0.720
2018	979,463,330	745,035,783	0.761
2019	<u>1,028,669,981</u>	<u>784,205,785</u>	<u>0.762</u>
Total	4,997,415,912	3,541,976,971	0.732*
<b>Taxis, Limousines and Van Pools</b>			
2015	8,550,123	7,215,452	0.844
2016	8,476,734	6,939,775	0.819
2017	8,074,615	6,938,538	0.859
2018	6,984,247	6,775,456	0.970
2019	<u>6,549,600</u>	<u>5,875,987</u>	<u>0.897</u>
Total	38,635,319	33,745,209	0.891*
<b>School, Church and Other Buses</b>			
2015	36,717,908	20,364,465	0.555
2016	40,120,555	20,656,692	0.515
2017	44,971,328	25,610,235	0.569
2018	53,646,128	29,642,957	0.553
2019	<u>50,998,100</u>	<u>23,257,873</u>	<u>0.456</u>
Total	226,454,018	119,532,222	0.522*

\* The total Basic Limit Losses/Loss Costs ratios are a weighted average of the five years, with assigned weights of 10%, 15%, 20%, 25% and 30%.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$ 211,965,640	6.6%
Physical Damage		
Other Than Collision	6,069,170	N.C.
Collision	21,278,555	N.C.
Combined	27,347,725	N.C.
<b>Total Trucks, Tractors &amp; Trailers</b>	<b>239,313,365</b>	<b>5.8%</b>
<b>PRIVATE PASSENGER TYPES</b>		
Liability		
Single Limit Liability	34,511,233	6.6%
Personal Injury Protection	2,209,489	N.C.
Combined	36,720,722	6.2%
Physical Damage		
Other Than Collision	2,730,771	6.6%
Collision	8,601,042	N.C.
Combined	11,331,813	1.6%
<b>Total Private Passenger Types</b>	<b>48,052,535</b>	<b>5.1%</b>
<b>PUBLICS</b>		
Liability		
Single Limit Liability	26,411,690	-10.4%
Physical Damage		
Other Than Collision	1,182,801	-24.6%
Collision	2,716,271	-20.3%
Combined	3,899,072	-21.6%
<b>Total Publics</b>	<b>30,310,762</b>	<b>-11.8%</b>
<b>GRAND TOTAL ALL COVERAGES</b>	<b>317,676,662</b>	<b>4.0%</b>
<b>TOTAL LIABILITY</b>	<b>275,098,052</b>	<b>4.9%</b>
<b>TOTAL PHYSICAL DAMAGE</b>	<b>42,578,610</b>	<b>-1.6%</b>

(A) An implementation date of 01/01/2022 is assumed for purposes of trending.

(B) Accident Year ending 06/30/2020 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. The Publics changes listed are a combination of the Trucks change and the change in relativity. Details of the relativity change can be found in Section D. A breakdown by class can be found in Exhibit D6.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$500 Med Pay
101	8.8%	33.3%
102	9.7%	0.0%
103	12.0%	33.3%
104	9.9%	0.0%
105	8.3%	0.0%
106	6.4%	0.0%
107	6.3%	0.0%
108	14.1%	0.0%
110	4.6%	0.0%
111	9.2%	0.0%
112	3.9%	0.0%
113	5.7%	0.0%
114	6.9%	50.0%
115	5.4%	0.0%
116	13.1%	0.0%
117	6.3%	50.0%
119	8.8%	0.0%
122	5.9%	0.0%
123	4.9%	50.0%
124	8.8%	0.0%
125	5.4%	0.0%
126	1.5%	0.0%
127	2.8%	0.0%
131	14.2%	33.3%
138	9.4%	0.0%
139	3.5%	0.0%
140	5.1%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision <sup>(b)</sup>	
101			
102			
103			
104			
105			
106			
107			
108			
110			
111			
112			
113			
114			
115			
116			
117			
119			
122			
123			
124			
125			
126			
127			
131			
138			
139			
140			

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected to better reflect the favorable state experience.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 \$100,000 CSL	\$500 Med Pay <sup>(a)</sup>	Physical Damage		Specified Causes of Loss <sup>(d)</sup>
			Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	
101	1661	4	129	275	121
102	1233	2	121	348	113
103	1188	4	112	245	105
104	1258	4	138	302	129
105	1026	2	119	257	111
106	681	2	84	247	79
107	1033	2	103	234	96
108	1140	3	128	272	120
110	818	3	75	222	70
111	1256	3	128	240	120
112	871	3	90	244	84
113	783	3	95	212	89
114	654	3	76	227	71
115	630	2	86	236	80
116	706	3	65	200	61
117	678	3	80	227	75
119	829	2	117	276	110
122	1362	3	118	351	110
123	1307	3	137	385	128
124	951	3	104	252	97
125	642	2	92	234	86
126	483	3	97	228	91
127	593	3	76	216	71
131	806	4	109	242	102
138	1237	4	119	274	111
139	821	3	97	240	91
140	832	2	104	256	97

(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 0.936 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	SUBJECT TO NO FAULT		NOT SUBJECT TO NO FAULT	
	\$100,000 CSL Liability	PIP <sup>(a)</sup>	\$100,000 CSL Liability	\$500 Med Pay
101	3.4%		3.4%	0.0%
102	6.1%		6.1%	0.0%
103	11.5%		11.5%	14.3%
104	8.1%		8.1%	0.0%
105	6.5%		6.5%	16.7%
106	6.2%		6.0%	0.0%
107	6.5%		6.5%	14.3%
108	4.8%		4.7%	20.0%
110	7.5%		7.5%	0.0%
111	8.6%		8.6%	0.0%
112	5.0%		5.0%	0.0%
113	7.6%		7.7%	0.0%
114	4.3%		4.3%	0.0%
115	3.5%		3.6%	0.0%
116	6.3%		6.4%	0.0%
117	4.5%		4.5%	0.0%
119	6.5%		6.5%	0.0%
122	6.5%		6.5%	0.0%
123	12.1%		12.1%	16.7%
124	3.9%		4.0%	0.0%
125	5.6%		5.5%	0.0%
126	7.7%		7.7%	0.0%
127	5.2%		5.1%	0.0%
131	7.6%		7.4%	0.0%
138	6.5%		6.5%	16.7%
139	9.3%		9.2%	25.0%
140	11.6%		11.6%	0.0%

(a) For Private Passenger Types PIP, No Change (N.C.) was selected due to the modest indication.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 <sup>(b)</sup>
	Comprehensive	Collision <sup>(a)</sup>	
101	4.0%		
102	5.4%		
103	1.1%		
104	4.3%		
105	5.7%		
106	12.2%		
107	5.4%		
108	8.5%		
110	9.3%		
111	0.0%		
112	7.9%		
113	7.7%		
114	4.8%		
115	6.6%		
116	1.0%		
117	16.1%		
119	5.8%		
122	5.5%		
123	5.7%		
124	7.9%		
125	4.3%		
126	7.7%		
127	15.9%		
131	2.8%		
138	5.3%		
139	7.5%		
140	5.9%		

(a) For Private Passenger Types Collision, No Change (N.C.) was selected due to the modest indication.

(b) 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.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR PRIVATE PASSENGER TYPES POLICY COVERAGES

Territory Code	SUBJECT TO NO FAULT Liability		NOT SUBJECT TO NO FAULT Liability		Physical Damage Comprehensive <sup>(b)</sup>	Collision <sup>(c)</sup>	Specified Causes of Loss <sup>(d)</sup>
	\$100,000 CSL	PIP	\$100,000 CSL	\$500 Med Pay <sup>(a)</sup>			
101	1119	232	1605	10	157	508	147
102	1027	126	1479	9	215	623	201
103	823	135	1192	8	93	423	87
104	920	125	1333	8	122	446	114
105	721	119	1035	7	167	471	156
106	463	65	669	4	83	313	78
107	823	88	1248	8	157	406	147
108	615	78	886	6	127	468	119
110	558	81	801	5	82	411	77
111	795	108	1147	7	99	459	93
112	545	87	780	5	68	340	64
113	663	143	982	6	84	355	79
114	456	73	659	4	66	308	62
115	443	58	629	4	81	307	76
116	489	63	702	4	100	363	94
117	532	64	772	5	101	345	95
119	891	99	1292	8	109	547	102
122	1014	108	1454	9	154	520	144
123	734	72	1059	7	111	418	104
124	636	60	921	6	109	452	102
125	455	53	652	4	96	361	90
126	349	44	506	3	126	300	118
127	490	108	706	4	73	323	68
131	553	65	794	5	109	466	102
138	738	134	1062	7	138	548	129
139	531	47	763	5	86	378	80
140	685	60	985	6	90	413	84

(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 0.936 to the Private Passenger Types Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$500 Med Pay
101	-23.9%	-22.2%
102	-23.2%	-23.1%
103	-21.7%	-16.7%
104	-23.1%	-23.1%
105	-24.2%	-27.3%
106	-25.5%	-14.3%
107	-25.6%	-27.3%
108	-20.1%	-25.0%
110	-26.8%	-22.2%
111	-23.5%	-23.1%
112	-27.2%	-30.0%
113	-26.1%	-33.3%
114	-25.2%	-28.6%
115	-26.2%	-28.6%
116	-20.8%	-14.3%
117	-25.6%	-14.3%
119	-23.9%	-22.2%
122	-25.9%	-26.7%
123	-26.6%	-26.7%
124	-23.8%	-20.0%
125	-26.3%	-28.6%
126	-29.0%	-33.3%
127	-28.1%	-28.6%
131	-20.1%	-12.5%
138	-23.5%	-23.1%
139	-27.6%	-22.2%
140	-26.4%	-22.2%

## INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCEREVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
TERRITORY LOSS COST LEVEL CHANGES

## FOR VAN POOLS POLICY COVERAGES

Territory Code	Physical Damage		Specified Causes of Loss <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision <sup>(b)</sup>	
101	7.6%	22.1%	8.1%
102	8.1%	21.9%	7.8%
103	7.9%	22.2%	8.4%
104	7.8%	21.9%	7.6%
105	8.3%	22.1%	8.0%
106	7.0%	22.0%	7.4%
107	7.6%	22.2%	8.2%
108	7.6%	22.3%	8.2%
110	7.8%	22.0%	8.5%
111	7.6%	22.0%	8.2%
112	7.6%	21.9%	7.0%
113	8.2%	22.3%	7.7%
114	7.7%	22.2%	8.3%
115	8.0%	22.0%	7.3%
116	9.1%	22.0%	8.1%
117	7.3%	22.2%	7.8%
119	8.4%	21.9%	8.0%
122	8.3%	22.0%	8.0%
123	7.9%	22.1%	7.6%
124	7.5%	22.2%	8.1%
125	7.4%	22.2%	8.0%
126	8.1%	21.7%	7.5%
127	7.7%	22.3%	8.3%
131	8.1%	22.1%	7.7%
138	8.3%	22.1%	8.0%
139	8.1%	22.0%	7.5%
140	7.5%	22.2%	8.1%

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected to better reflect the favorable state experience. The changes listed are due to the introduction of revised Publics relativities.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication. The changes listed are due to the introduction of revised Publics relativities.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCE

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

FOR VAN POOLS POLICY COVERAGES

Territory Code	Liability \$100,000 CSL <sup>(a)</sup>	\$500 Med Pay <sup>(b)</sup>	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
			Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	1744	14	142	426	133
102	1295	10	133	539	124
103	1247	10	123	380	116
104	1321	10	152	468	142
105	1077	8	131	398	122
106	715	6	92	383	87
107	1085	8	113	363	106
108	1197	9	141	422	132
110	859	7	83	344	77
111	1319	10	141	372	132
112	915	7	99	378	92
113	822	6	105	329	98
114	687	5	84	352	78
115	662	5	95	366	88
116	741	6	72	310	67
117	712	6	88	352	83
119	870	7	129	428	121
122	1430	11	130	544	121
123	1372	11	151	597	141
124	999	8	114	391	107
125	674	5	101	363	95
126	507	4	107	353	100
127	623	5	84	335	78
131	846	7	120	375	112
138	1299	10	131	425	122
139	862	7	107	372	100
140	874	7	114	397	107

- (a) The current loss costs for Van Pools were calculated by a relativity of 1.50 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for Van Pools have been calculated by a relativity of 1.05 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) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost. The revised 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 1.10 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 1.55 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 1.10 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$500 Med Pay
101	-22.3%	-23.0%
102	-21.6%	-20.4%
103	-20.0%	-19.6%
104	-21.5%	-21.8%
105	-22.6%	-23.9%
106	-24.0%	-22.6%
107	-24.1%	-23.4%
108	-18.5%	-18.8%
110	-25.2%	-26.3%
111	-22.0%	-23.2%
112	-25.7%	-26.8%
113	-24.5%	-25.0%
114	-23.6%	-23.3%
115	-24.7%	-24.1%
116	-19.2%	-20.0%
117	-24.1%	-25.8%
119	-22.3%	-21.6%
122	-24.3%	-24.2%
123	-25.0%	-25.0%
124	-22.3%	-21.4%
125	-24.7%	-24.1%
126	-27.5%	-26.1%
127	-26.6%	-28.6%
131	-18.4%	-17.6%
138	-21.8%	-21.8%
139	-26.0%	-26.3%
140	-24.9%	-23.7%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision <sup>(b)</sup>	
101	7.6%	22.1%	8.1%
102	8.1%	21.9%	7.8%
103	7.9%	22.2%	8.4%
104	7.8%	21.9%	7.6%
105	8.3%	22.1%	8.0%
106	7.0%	22.0%	7.4%
107	7.6%	22.2%	8.2%
108	7.6%	22.3%	8.2%
110	7.8%	22.0%	8.5%
111	7.6%	22.0%	8.2%
112	7.6%	21.9%	7.0%
113	8.2%	22.3%	7.7%
114	7.7%	22.2%	8.3%
115	8.0%	22.0%	7.3%
116	9.1%	22.0%	8.1%
117	7.3%	22.2%	7.8%
119	8.4%	21.9%	8.0%
122	8.3%	22.0%	8.0%
123	7.9%	22.1%	7.6%
124	7.5%	22.2%	8.1%
125	7.4%	22.2%	8.0%
126	8.1%	21.7%	7.5%
127	7.7%	22.3%	8.3%
131	8.1%	22.1%	7.7%
138	8.3%	22.1%	8.0%
139	8.1%	22.0%	7.5%
140	7.5%	22.2%	8.1%

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected to better reflect the favorable state experience. The changes listed are due to the introduction of revised Publics relativities.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication. The changes listed are due to the introduction of revised Publics relativities.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 \$100,000 CSL <sup>(a)</sup>	\$500 Med Pay <sup>(b)</sup>	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
			Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	7358	57	142	426	133
102	5462	43	133	539	124
103	5263	41	123	380	116
104	5573	43	152	468	142
105	4545	35	131	398	122
106	3017	24	92	383	87
107	4576	36	113	363	106
108	5050	39	141	422	132
110	3624	28	83	344	77
111	5564	43	141	372	132
112	3859	30	99	378	92
113	3469	27	105	329	98
114	2897	23	84	352	78
115	2791	22	95	366	88
116	3128	24	72	310	67
117	3004	23	88	352	83
119	3672	29	129	428	121
122	6034	47	130	544	121
123	5790	45	151	597	141
124	4213	33	114	391	107
125	2844	22	101	363	95
126	2140	17	107	353	100
127	2627	20	84	335	78
131	3571	28	120	375	112
138	5480	43	131	425	122
139	3637	28	107	372	100
140	3686	29	114	397	107

- (a) The current loss costs for Taxis and Limousines were calculated by a relativity of 6.20 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for Taxis and Limousines have been calculated by a relativity of 4.43 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) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers loss cost. The revised 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 1.10 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 1.55 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 1.02 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 1.10 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$500 Med Pay
101	-16.9%	0.0%
102	-16.2%	-25.0%
103	-14.6%	-25.0%
104	-16.2%	-25.0%
105	-17.3%	-25.0%
106	-18.8%	0.0%
107	-18.9%	-25.0%
108	-12.8%	-25.0%
110	-20.0%	0.0%
111	-16.6%	-25.0%
112	-20.6%	0.0%
113	-19.4%	0.0%
114	-18.4%	0.0%
115	-19.5%	-33.3%
116	-13.4%	0.0%
117	-18.8%	0.0%
119	-16.9%	0.0%
122	-19.1%	-16.7%
123	-19.9%	-33.3%
124	-17.0%	-25.0%
125	-19.4%	0.0%
126	-22.5%	-33.3%
127	-21.5%	-33.3%
131	-12.6%	0.0%
138	-16.4%	-20.0%
139	-20.9%	0.0%
140	-20.0%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision <sup>(b)</sup>	
101	-27.8%	-29.1%	-28.2%
102	-28.2%	-29.2%	-27.8%
103	-28.2%	-28.9%	-28.4%
104	-28.9%	-29.1%	-27.8%
105	-27.7%	-29.3%	-28.2%
106	-28.8%	-29.2%	-27.3%
107	-27.8%	-28.9%	-28.4%
108	-28.9%	-29.4%	-28.6%
110	-28.3%	-29.2%	-28.6%
111	-28.9%	-29.5%	-28.6%
112	-28.6%	-29.6%	-28.8%
113	-28.4%	-29.0%	-27.4%
114	-28.3%	-29.7%	-28.0%
115	-28.3%	-28.8%	-28.6%
116	-28.3%	-29.2%	-27.9%
117	-28.6%	-29.7%	-28.3%
119	-28.0%	-29.1%	-28.6%
122	-28.9%	-29.4%	-28.6%
123	-28.1%	-29.2%	-28.9%
124	-28.8%	-29.3%	-27.9%
125	-28.1%	-28.9%	-28.3%
126	-27.9%	-29.1%	-28.1%
127	-28.3%	-29.3%	-28.0%
131	-27.6%	-29.3%	-28.2%
138	-27.7%	-29.2%	-28.2%
139	-27.9%	-29.5%	-28.1%
140	-28.8%	-28.9%	-27.9%

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected to better reflect the favorable state experience. The changes listed are due to the introduction of revised Publics relativities.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication. The changes listed are due to the introduction of revised Publics relativities.

## INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCEREVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

## FOR SCHOOL AND CHURCH BUSES POLICY COVERAGES

Territory Code	Liability \$100,000 CSL <sup>(a)</sup>	\$500 Med Pay <sup>(b)</sup>	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
			Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	698	4	65	127	61
102	518	3	61	160	57
103	499	3	56	113	53
104	528	3	69	139	65
105	431	3	60	118	56
106	286	3	42	114	40
107	434	3	52	108	48
108	479	3	64	125	60
110	344	3	38	102	35
111	528	3	64	110	60
112	366	3	45	112	42
113	329	3	48	98	45
114	275	3	38	104	36
115	265	2	43	109	40
116	297	3	33	92	31
117	285	3	40	104	38
119	348	3	59	127	55
122	572	5	59	161	55
123	549	4	69	177	64
124	399	3	52	116	49
125	270	3	46	108	43
126	203	2	49	105	46
127	249	2	38	99	36
131	339	3	55	111	51
138	520	4	60	126	56
139	345	3	49	110	46
140	349	3	52	118	49

- (a) The current loss costs for School and Church Buses were calculated by a relativity of 0.55 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for School and Church Buses have been calculated by a relativity of 0.42 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) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost. The revised 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 0.50 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 0.46 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 0.50 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	\$500 Med Pay
101	-0.4%	0.0%
102	0.5%	0.0%
103	2.5%	0.0%
104	0.6%	0.0%
105	-0.8%	0.0%
106	-2.5%	0.0%
107	-2.7%	-5.6%
108	4.5%	5.3%
110	-4.2%	-5.9%
111	0.0%	0.0%
112	-4.8%	-6.3%
113	-3.2%	0.0%
114	-2.1%	0.0%
115	-3.5%	-6.7%
116	3.6%	0.0%
117	-2.7%	0.0%
119	-0.4%	0.0%
122	-3.0%	0.0%
123	-3.9%	-3.8%
124	-0.4%	0.0%
125	-3.5%	0.0%
126	-7.1%	-7.1%
127	-5.9%	-6.7%
131	4.5%	6.3%
138	0.2%	0.0%
139	-5.2%	-5.9%
140	-3.8%	0.0%

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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 <sup>(a)</sup>
	Comprehensive <sup>(a)</sup>	Collision <sup>(b)</sup>	
101	-27.8%	-29.1%	-28.2%
102	-28.2%	-29.2%	-27.8%
103	-28.2%	-28.9%	-28.4%
104	-28.9%	-29.1%	-27.8%
105	-27.7%	-29.3%	-28.2%
106	-28.8%	-29.2%	-27.3%
107	-27.8%	-28.9%	-28.4%
108	-28.9%	-29.4%	-28.6%
110	-28.3%	-29.2%	-28.6%
111	-28.9%	-29.5%	-28.6%
112	-28.6%	-29.6%	-28.8%
113	-28.4%	-29.0%	-27.4%
114	-28.3%	-29.7%	-28.0%
115	-28.3%	-28.8%	-28.6%
116	-28.3%	-29.2%	-27.9%
117	-28.6%	-29.7%	-28.3%
119	-28.0%	-29.1%	-28.6%
122	-28.9%	-29.4%	-28.6%
123	-28.1%	-29.2%	-28.9%
124	-28.8%	-29.3%	-27.9%
125	-28.1%	-28.9%	-28.3%
126	-27.9%	-29.1%	-28.1%
127	-28.3%	-29.3%	-28.0%
131	-27.6%	-29.3%	-28.2%
138	-27.7%	-29.2%	-28.2%
139	-27.9%	-29.5%	-28.1%
140	-28.8%	-28.9%	-27.9%

(a) For Trucks, Tractors, and Trailers Comprehensive, No Change (N.C.) was selected to better reflect the favorable state experience. The changes listed are due to the introduction of revised Publics relativities.

(b) For Trucks, Tractors, and Trailers Collision, No Change (N.C.) was selected due to the modest indication. The changes listed are due to the introduction of revised Publics relativities.

## INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
COMMERCIAL AUTOMOBILE INSURANCEREVISED PROSPECTIVE LOSS COSTS AND PERCENTAGE CHANGES  
REVISED BASE LOSS COSTS BY TERRITORY

## FOR ALL OTHER BUSES POLICY COVERAGES

Territory Code	Liability	\$500	Physical Damage		Specified Causes of Loss <sup>(e)</sup>
	\$100,000 CSL <sup>(a)</sup>	Med Pay <sup>(b)</sup>	Comprehensive <sup>(c)</sup>	Collision <sup>(d)</sup>	
101	5780	22	65	127	61
102	4291	19	61	160	57
103	4134	19	56	113	53
104	4378	19	69	139	65
105	3570	19	60	118	56
106	2370	15	42	114	40
107	3595	17	52	108	48
108	3967	20	64	125	60
110	2847	16	38	102	35
111	4371	20	64	110	60
112	3031	15	45	112	42
113	2725	16	48	98	45
114	2276	15	38	104	36
115	2192	14	43	109	40
116	2457	15	33	92	31
117	2359	16	40	104	38
119	2885	16	59	127	55
122	4740	26	59	161	55
123	4548	25	69	177	64
124	3309	17	52	116	49
125	2234	15	46	108	43
126	1681	13	49	105	46
127	2064	14	38	99	36
131	2805	17	55	111	51
138	4305	19	60	126	56
139	2857	16	49	110	46
140	2895	11	52	118	49

- (a) The current loss costs for All Other Buses were calculated by a relativity of 3.80 to the Trucks, Tractors, and Trailers CSL Liability loss costs. The revised loss costs for All Other Buses have been calculated by a relativity of 3.48 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) The current Comprehensive base loss cost is the \$15,001-20,000 OCN, age 1, \$500 deductible loss cost and was calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers loss cost. The revised 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 0.50 to the Trucks, Tractors, and Trailers loss cost.
- (d) The current 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. The revised 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 0.46 to the Trucks, Tractors, and Trailers loss cost.
- (e) The current loss costs for Specified Causes of Loss were calculated by a relativity of 0.70 to the Trucks, Tractors, and Trailers Comprehensive base loss costs. The revised loss costs for Specified Causes of Loss have been calculated by a relativity of 0.50 to the Trucks, Tractors, and Trailers Comprehensive base loss costs.

INSURANCE SERVICES OFFICE, INC.

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

	(1) AGGREGATE LOSS COST AT CURRENT LEVEL (B)	(2) \$100,000 INCURRED LOSSES (C)	(3) EXPERIENCE RATIO (2) / (1)	(4) ACCIDENT YEAR WEIGHTS	(5) NUMBER OF INCURRED CLAIMS
ACCIDENT YEAR ENDING					
06/30/18	\$111,131,045	\$142,772,621	1.285	33%	7,807
06/30/19	\$112,259,937	\$129,533,262	1.154	34%	7,264
06/30/20	\$112,747,681	\$105,054,035	0.932	33%	5,477
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3) * (4)).				1.124
(7)	EXPECTED EXPERIENCE RATIO (D).				1.119
(8)	CREDIBILITY (E).				1.00
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.124
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				12.4%
(11)	FILED CHANGE.				12.4%
(12)	AMENDED CHANGE.				6.6%
(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 01/01/22 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 2.00 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.

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

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES	06/30/18	\$61,989,806	\$32,402,211	
	06/30/19	\$46,139,861	\$32,576,587	
	06/30/20	\$26,196,292	\$23,168,800	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	06/30/18	\$72,033,394	\$35,856,287	
	06/30/19	\$67,093,356	\$36,407,594	
	06/30/20	\$60,881,230	\$27,906,820	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		5.7%	5.9%	5.8%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	06/30/18	\$95,012,047	\$47,760,574	\$142,772,621
	06/30/19	\$83,732,508	\$45,800,753	\$129,533,262
	06/30/20	\$71,900,733	\$33,153,302	\$105,054,035

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

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:                    B.I. 1.070                    P.D. 1.100  
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	B.I.	P.D.
06/30/18	1.086	1.006
06/30/19	1.359	1.016
06/30/20	2.172	1.095

(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 01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/18	1/1/18	5.000
06/30/19	1/1/19	4.000
06/30/20	1/1/20	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 AUTOMOBILE PHYSICAL DAMAGE INSURANCE - TRUCKS, TRACTORS AND TRAILERS (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	06/30/16	\$7,350,475	\$6,097,242	0.830	10%	978
	06/30/17	\$7,548,418	\$7,501,641	0.994	15%	1,071
	06/30/18	\$6,064,041	\$6,583,614	1.086	20%	896
	06/30/19	\$5,983,585	\$6,231,813	1.041	25%	838
	06/30/20	\$6,069,170	\$6,120,980	1.009	30%	741
COLL.	06/30/18	\$21,589,228	\$23,046,531	1.068	33%	2,502
	06/30/19	\$21,335,429	\$23,465,116	1.100	34%	2,434
	06/30/20	\$21,278,555	\$19,409,294	0.912	33%	1,829

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.012	1.027
(7)	EXPECTED EXPERIENCE RATIO (D).	1.104	1.052
(8)	CREDIBILITY (E).	0.60	1.00
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.049	1.027
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	4.9%	2.7%
(11)	FILED CHANGE.	N.C.	N.C.

- (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 01/01/22 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 2.00 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 11,000 CLAIMS FOR O.T.C. AND 4,500 CLAIMS FOR COLLISION (SEE CREDIBILITY TABLES IN SECTION C).

INSURANCE SERVICES OFFICE, INC.

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

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/16	\$3,587,626	----
	06/30/17	\$4,678,380	----
	06/30/18	\$4,350,065	\$16,775,329
	06/30/19	\$4,361,229	\$17,873,482
	06/30/20	\$4,411,356	\$15,821,639
(2) DEVELOPED LOSSES AND	06/30/16	\$4,054,017	----
ALL LOSS ADJUSTMENT	06/30/17	\$5,286,569	----
EXPENSES (A)	06/30/18	\$4,920,489	\$18,937,166
	06/30/19	\$4,938,045	\$20,055,655
	06/30/20	\$5,139,362	\$17,252,706
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		6.0%	4.0%
(4) TRENDED LOSSES AND	06/30/16	\$6,097,242	----
ALL LOSS ADJUSTMENT	06/30/17	\$7,501,641	----
EXPENSES (B)	06/30/18	\$6,583,614	\$23,046,531
	06/30/19	\$6,231,813	\$23,465,116
	06/30/20	\$6,120,980	\$19,409,294

## (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.
06/30/16	1.000	-----
06/30/17	1.000	-----
06/30/18	1.001	0.999
06/30/19	1.002	0.993
06/30/20	1.031	0.965

(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 01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/16	1/1/16	7.000	-----
06/30/17	1/1/17	6.000	-----
06/30/18	1/1/18	5.000	5.000
06/30/19	1/1/19	4.000	4.000
06/30/20	1/1/20	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	06/30/16	\$6,901,854	----
AT CURRENT LEVEL	06/30/17	\$7,154,899	----
	06/30/18	\$5,797,362	\$20,139,205
	06/30/19	\$5,775,661	\$20,184,890
	06/30/20	\$5,909,611	\$20,401,299
(2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C)		0.9%	1.4%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/16	\$7,350,475	----
	06/30/17	\$7,548,418	----
	06/30/18	\$6,064,041	\$21,589,228
	06/30/19	\$5,983,585	\$21,335,429
	06/30/20	\$6,069,170	\$21,278,555

(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  
01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/16	7/1/15	7.000	-----
06/30/17	7/1/16	6.000	-----
06/30/18	7/1/17	5.000	5.000
06/30/19	7/1/18	4.000	4.000
06/30/20	7/1/19	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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
06/30/18	\$20,605,639	\$22,084,467	1.072	33%	1,498
06/30/19	\$20,100,943	\$22,088,510	1.099	34%	1,400
06/30/20	\$19,109,210	\$17,539,833	0.918	33%	938
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				1.031
(7)	EXPECTED EXPERIENCE RATIO (D).				1.119
(8)	CREDIBILITY (E).				0.55
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).				1.071
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).				7.1%
(11)	FILED CHANGE.				7.1%
(12)	AMENDED CHANGE.				6.6%
(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 01/01/22 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 2.00 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). IN CONSIDERATION OF COVID-19, WE HAVE ADJUSTED THE NUMBER OF YEARS USED FOR THIS COVERAGE.				

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
PRIVATE PASSENGER TYPES  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF SINGLE LIMIT LOSSES

	ACC. YEAR ENDING	BODILY INJURY	PROPERTY DAMAGE	COMBINED
(1) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES	06/30/18	\$9,182,219	\$5,621,808	
	06/30/19	\$8,104,675	\$5,445,673	
	06/30/20	\$4,593,470	\$3,558,887	
(2) DEVELOPED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (A)	06/30/18	\$10,473,423	\$6,208,725	
	06/30/19	\$11,594,467	\$6,056,133	
	06/30/20	\$10,645,918	\$4,180,980	
(3) SELECTED ANNUAL LOSS TREND (SEE TREND EXHIBIT IN SECTION C)		5.7%	5.9%	5.8%
(4) TRENDED LOSSES AND ALL LOSS ADJUSTMENT EXPENSES (B)	06/30/18	\$13,814,445	\$8,270,022	\$22,084,467
	06/30/19	\$14,469,895	\$7,618,615	\$22,088,510
	06/30/20	\$12,572,829	\$4,967,004	\$17,539,833
(A) INCURRED LOSSES AND ALLOCATED LOSS ADJUSTMENT EXPENSES ARE ADJUSTED BY THE FOLLOWING FACTORS:				
1 - UNALLOCATED LOSS ADJUSTMENT FACTORS:		B.I. 1.070	P.D. 1.100	
2 - LOSS DEVELOPMENT FACTORS:				
	YEAR ENDING	B.I.	P.D.	
	06/30/18	1.066	1.004	
	06/30/19	1.337	1.011	
	06/30/20	2.166	1.068	

(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 01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/18	1/1/18	5.000
06/30/19	1/1/19	4.000
06/30/20	1/1/20	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 AUTOMOBILE LIABILITY INSURANCE - PRIVATE PASSENGER TYPES (A)  
 DETERMINATION OF STATEWIDE ADVISORY LOSS COST LEVEL CHANGES  
 PERSONAL INJURY PROTECTION

	(1)	(2)	(3)	(4)	(5)
ACCIDENT YEAR ENDING	AGGREGATE LOSS COST AT CURRENT LEVEL (B)	INCURRED LOSSES (C)	EXPERIENCE RATIO (2) / (1)	ACCIDENT YEAR WEIGHTS	NUMBER OF INCURRED CLAIMS
06/30/16	\$2,290,902	\$2,968,381	1.296	10%	135
06/30/17	\$2,374,179	\$1,988,086	0.837	15%	94
06/30/18	\$2,331,107	\$2,017,564	0.865	25%	97
06/30/19	\$2,243,170	\$2,224,915	0.992	30%	85
06/30/20	\$2,209,489	\$1,564,248	0.708	20%	65
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).				0.912
(7)	EXPECTED EXPERIENCE RATIO (D).				1.067
(8)	CREDIBILITY (E).				0.30
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000- (8))) .				1.021
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000) .				2.1%
(11)	FILED CHANGE.				N.C.
(A)	PRIVATE PASSENGER TYPE EXPERIENCE IS FOR VEHICLES WRITTEN IN ACCORDANCE WITH RULE 31 OF THE COMMERCIAL LINES MANUAL, DIVISION 1, AUTOMOBILE, ELIGIBLE FOR FIRST PARTY COVERAGE.				
(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 PERSONAL INJURY PROTECTION. SEE FOLLOWING PAGE.				
(D)	EXPECTED EXPERIENCE RATIO IS EQUAL TO THE 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 06/30/20 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 2.00 YEAR(S).				
(E)	CREDIBILITY IS BASED ON A 5 YEAR TOTAL OF CLAIMS FOR PIP SHOWN IN COLUMN (5). THE STANDARD FOR FULL CREDIBILITY IS 4,500 CLAIMS (SEE CREDIBILITY TABLES IN SECTION C).				

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
PRIVATE PASSENGER TYPES  
AUTOMOBILE LIABILITY INSURANCE  
DETERMINATION OF PERSONAL INJURY PROTECTION LOSSES

	ACC. YEAR ENDING	PIP
(1) INCURRED LOSSES AND	06/30/16	\$2,210,508
ALLOCATED LOSS	06/30/17	\$1,562,041
ADJUSTMENT EXPENSES	06/30/18	\$1,614,682
	06/30/19	\$1,671,796
	06/30/20	\$1,126,147
(2) DEVELOPED LOSSES AND	06/30/16	\$2,365,244
ALL LOSS ADJUSTMENT	06/30/17	\$1,636,285
EXPENSES (A)	06/30/18	\$1,715,616
	06/30/19	\$1,953,393
	06/30/20	\$1,419,463
(3) SELECTED ANNUAL LOSS		
TREND (SEE TREND		3.3%
EXHIBIT IN SECTION C)		
(4) TRENDED LOSSES AND	06/30/16	\$2,968,381
ALL LOSS ADJUSTMENT	06/30/17	\$1,988,086
EXPENSES (B)	06/30/18	\$2,017,564
	06/30/19	\$2,224,915
	06/30/20	\$1,564,248

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

1 - UNALLOCATED LOSS ADJUSTMENT FACTORS: 1.070  
2 - LOSS DEVELOPMENT FACTORS:

YEAR ENDING	PIP
06/30/16	1.000
06/30/17	0.979
06/30/18	0.993
06/30/19	1.092
06/30/20	1.178

(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 06/30/20 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD
06/30/16	1/1/16	7.000
06/30/17	1/1/17	6.000
06/30/18	1/1/18	5.000
06/30/19	1/1/19	4.000
06/30/20	1/1/20	3.000

INSURANCE SERVICES OFFICE, INC.

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

COVERAGE	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
O.T.C	06/30/16	\$5,142,879	\$5,366,239	1.043	10%	1,110
	06/30/17	\$4,948,334	\$4,786,281	0.967	15%	1,018
	06/30/18	\$3,149,620	\$3,648,219	1.158	20%	628
	06/30/19	\$2,993,375	\$3,974,741	1.328	25%	660
	06/30/20	\$2,730,771	\$3,303,340	1.210	30%	544
COLL.	06/30/18	\$10,333,732	\$11,157,786	1.080	33%	1,549
	06/30/19	\$9,886,115	\$10,995,061	1.112	34%	1,509
	06/30/20	\$8,601,042	\$7,343,848	0.854	33%	1,000

		O.T.C.	COLLISION
(6)	AVERAGE EXPERIENCE RATIO (SUM OF (3)*(4)).	1.176	1.016
(7)	EXPECTED EXPERIENCE RATIO (D).	1.104	1.071
(8)	CREDIBILITY (E).	0.65	1.00
(9)	CREDIBILITY WEIGHTED EXPERIENCE RATIO: ( (6) * (8) ) + ( (7) * (1.000 - (8)) ).	1.151	1.016
(10)	INDICATED PERCENTAGE CHANGE IN ADVISORY LOSS COST LEVEL ( (9) - 1.000 ).	15.1%	1.6%
(11)	FILED CHANGE.	15.1%	N.C.
(12)	AMENDED CHANGE.	6.6%	N.C.
(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 01/01/22 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 2.00 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.

NEW JERSEY  
PRIVATE PASSENGER TYPES  
AUTOMOBILE PHYSICAL DAMAGE INSURANCE  
DETERMINATION OF PHYSICAL DAMAGE LOSSES

	ACC. YEAR ENDING	O.T.C	COLLISION
(1) PAID LOSSES	06/30/16	\$3,157,503	----
	06/30/17	\$2,984,952	----
	06/30/18	\$2,412,939	\$8,121,636
	06/30/19	\$2,787,219	\$8,374,986
	06/30/20	\$2,411,100	\$6,106,630
(2) DEVELOPED LOSSES AND	06/30/16	\$3,567,978	----
ALL LOSS ADJUSTMENT	06/30/17	\$3,372,996	----
EXPENSES (A)	06/30/18	\$2,726,621	\$9,168,271
	06/30/19	\$3,149,557	\$9,397,488
	06/30/20	\$2,773,585	\$6,527,865
(3) SELECTED ANNUAL LOSS			
TREND (SEE TREND		6.0%	4.0%
EXHIBIT IN SECTION C)			
(4) TRENDED LOSSES AND	06/30/16	\$5,366,239	----
ALL LOSS ADJUSTMENT	06/30/17	\$4,786,281	----
EXPENSES (B)	06/30/18	\$3,648,219	\$11,157,786
	06/30/19	\$3,974,741	\$10,995,061
	06/30/20	\$3,303,340	\$7,343,848

(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.
06/30/16	1.000	-----
06/30/17	1.000	-----
06/30/18	1.000	0.999
06/30/19	1.000	0.993
06/30/20	1.018	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 01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDING BOTH OTC AND COLLISION.

YEAR ENDING	AVERAGE DATE OF ACCIDENT	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/16	1/1/16	7.000	-----
06/30/17	1/1/17	6.000	-----
06/30/18	1/1/18	5.000	5.000
06/30/19	1/1/19	4.000	4.000
06/30/20	1/1/20	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
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	06/30/16	\$4,828,994	----
AT CURRENT LEVEL	06/30/17	\$4,690,364	----
	06/30/18	\$3,011,109	\$10,081,690
	06/30/19	\$2,889,358	\$9,692,270
	06/30/20	\$2,658,979	\$8,473,933
(2) SELECTED ANNUAL OCN TREND (SEE TREND EXHIBIT IN SECTION C)		0.9%	0.5%
(3) TRENDED AGGREGATE LOSS COSTS AT CURRENT LEVEL (A)	06/30/16	\$5,142,879	----
	06/30/17	\$4,948,334	----
	06/30/18	\$3,149,620	\$10,333,732
	06/30/19	\$2,993,375	\$9,886,115
	06/30/20	\$2,730,771	\$8,601,042

(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  
01/01/22 WHICH IS ASSUMED FOR THE PURPOSE OF TRENDED BOTH OTC  
AND COLLISION.

YEAR ENDING	AVERAGE DATE OF WRITING	PROJECTION PERIOD OTC	PROJECTION PERIOD COLL
06/30/16	7/1/15	7.000	-----
06/30/17	7/1/16	6.000	-----
06/30/18	7/1/17	5.000	5.000
06/30/19	7/1/18	4.000	4.000
06/30/20	7/1/19	3.000	3.000

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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)
	EARNED CAR	\$100000	EXPER LOSS				INDEX	BASE	BASE	BASE	ADV
T	YRS YR	UND	COST 5 YRS				(6) TO	CLASS	CLASS	CLASS	LOSS
E	ENDED	LOSS	END	EXPER		FORM	STATE	LOSS	LOSS	LOSS	LOSS
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO		COST	COST	COST	COST
R								PRES	IND*	REV	CHG**
101	1976	1953.23	2390.72	1.224	0.30	1.178	1.021	1,527	1,661	1,661	8.8%
102	2083	1405.91	1793.25	1.276	0.25	1.188	1.029	1,124	1,233	1,233	9.7%
103	4888	1309.37	1696.21	1.295	0.40	1.213	1.051	1,061	1,188	1,188	12.0%
104	3722	1382.54	1725.83	1.248	0.35	1.190	1.031	1,145	1,258	1,258	9.9%
105	328	1163.55	1515.93	1.303	0.10	1.173	1.016	947	1,026	1,026	8.3%
106	2133	764.89	855.48	1.118	0.15	1.152	0.998	640	681	681	6.4%
107	556	797.17	796.83	1.000	0.05	1.150	0.997	972	1,033	1,033	6.3%
108	1485	1163.64	1796.21	1.544	0.20	1.235	1.070	999	1,140	1,140	14.1%
110	9812	840.76	924.44	1.100	0.45	1.132	0.981	782	818	818	4.6%
111	4988	1395.84	1701.03	1.219	0.40	1.182	1.024	1,150	1,256	1,256	9.2%
112	2909	931.36	953.27	1.024	0.25	1.125	0.975	838	871	871	3.9%
113	3403	769.82	850.85	1.105	0.25	1.145	0.992	741	783	783	5.7%
114	16913	614.08	710.68	1.157	0.50	1.158	1.003	612	654	654	6.9%
115	7118	587.28	644.01	1.097	0.30	1.140	0.988	598	630	630	5.4%
116	5964	666.06	898.95	1.350	0.35	1.225	1.062	624	706	706	13.1%
117	6956	664.27	752.84	1.133	0.35	1.149	0.996	638	678	678	6.3%
119	105	826.81	1290.34	1.561	0.05	1.178	1.021	762	829	829	8.8%
122	522	1517.07	1576.40	1.039	0.10	1.146	0.993	1,286	1,362	1,362	5.9%
123	516	1572.12	1453.66	0.925	0.10	1.135	0.984	1,246	1,307	1,307	4.9%
124	1713	980.17	1233.00	1.258	0.20	1.178	1.021	874	951	951	8.8%
125	18937	641.23	723.72	1.129	0.55	1.142	0.990	609	642	642	5.4%
126	12243	466.66	470.62	1.008	0.40	1.098	0.951	476	483	483	1.5%
127	23318	582.17	628.30	1.079	0.60	1.111	0.963	577	593	593	2.8%
131	2075	754.63	1167.87	1.548	0.20	1.236	1.071	706	806	806	14.2%
138	596	1373.57	1940.23	1.413	0.10	1.184	1.026	1,131	1,237	1,237	9.4%
139	2758	847.75	820.47	0.968	0.20	1.120	0.971	793	821	821	3.5%
140	8141	860.62	954.60	1.109	0.40	1.138	0.986	792	832	832	5.1%
SW	146158	771.41	893.45	1.158		1.154					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.6 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES NOT SUBJECT TO NO FAULT

	(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	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	584	1127.63	920.39	0.816	0.10	1.109	0.970	1,552	1,605	1,605	3.4%
102	471	1036.51	1075.89	1.038	0.05	1.137	0.995	1,394	1,479	1,479	6.1%
103	1020	786.55	1182.64	1.504	0.15	1.196	1.046	1,069	1,192	1,192	11.5%
104	802	911.87	1194.75	1.310	0.10	1.159	1.014	1,233	1,333	1,333	8.1%
105	63	736.59	1417.34	1.924	0.00	1.142	0.999	972	1,035	1,035	6.5%
106	472	464.18	486.10	1.047	0.05	1.137	0.995	631	669	669	6.0%
107	125	924.62	452.40	0.489	0.00	1.142	0.999	1,172	1,248	1,248	6.5%
108	460	659.73	493.14	0.747	0.05	1.122	0.982	846	886	886	4.7%
110	3250	547.97	646.93	1.181	0.25	1.152	1.008	745	801	801	7.5%
111	1813	777.20	1005.03	1.293	0.15	1.165	1.019	1,056	1,147	1,147	8.6%
112	901	563.32	553.98	0.983	0.10	1.126	0.985	743	780	780	5.0%
113	610	667.69	844.08	1.264	0.10	1.154	1.010	912	982	982	7.7%
114	3264	476.17	485.57	1.020	0.20	1.118	0.978	632	659	659	4.3%
115	1376	451.47	373.24	0.827	0.10	1.111	0.972	607	629	629	3.6%
116	1615	487.91	546.67	1.120	0.15	1.139	0.997	660	702	702	6.4%
117	1478	544.46	541.94	0.995	0.15	1.120	0.980	739	772	772	4.5%
119	41	965.22	102.18	0.106	0.00	1.142	0.999	1,213	1,292	1,292	6.5%
122	119	998.33	1049.85	1.052	0.00	1.142	0.999	1,365	1,454	1,454	6.5%
123	118	672.99	1578.45	2.345	0.05	1.202	1.052	945	1,059	1,059	12.1%
124	650	657.71	567.00	0.862	0.10	1.114	0.975	886	921	921	4.0%
125	4974	461.06	506.92	1.099	0.25	1.131	0.990	618	652	652	5.5%
126	2047	341.83	414.39	1.212	0.15	1.153	1.009	470	506	506	7.7%
127	4091	510.85	551.90	1.080	0.25	1.127	0.986	672	706	706	5.1%
131	853	553.77	685.98	1.239	0.10	1.152	1.008	739	794	794	7.4%
138	106	755.00	496.51	0.658	0.00	1.142	0.999	997	1,062	1,062	6.5%
139	753	508.42	729.78	1.435	0.10	1.171	1.024	699	763	763	9.2%
140	1848	642.83	967.72	1.505	0.15	1.196	1.046	883	985	985	11.6%
SW	33904	563.63	643.55	1.142		1.143					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.6 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 COMMERCIAL AUTOMOBILE INSURANCE  
 SINGLE LIMIT LIABILITY

DETERMINATION OF LOSS COST LEVEL CHANGES BY TERRITORY  
 PRIVATE PASSENGER TYPES SUBJECT TO NO FAULT

	(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	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	COST	COST	COST	COST
								PRES	IND*	REV	CHG**
101	584	1127.63	920.39	0.816	0.10	1.109	0.970	1,082	1,119	1,119	3.4%
102	471	1036.51	1075.89	1.038	0.05	1.137	0.995	968	1,027	1,027	6.1%
103	1020	786.55	1182.64	1.504	0.15	1.196	1.046	738	823	823	11.5%
104	802	911.87	1194.75	1.310	0.10	1.159	1.014	851	920	920	8.1%
105	63	736.59	1417.34	1.924	0.00	1.142	0.999	677	721	721	6.5%
106	472	464.18	486.10	1.047	0.05	1.137	0.995	436	463	463	6.2%
107	125	924.62	452.40	0.489	0.00	1.142	0.999	773	823	823	6.5%
108	460	659.73	493.14	0.747	0.05	1.122	0.982	587	615	615	4.8%
110	3250	547.97	646.93	1.181	0.25	1.152	1.008	519	558	558	7.5%
111	1813	777.20	1005.03	1.293	0.15	1.165	1.019	732	795	795	8.6%
112	901	563.32	553.98	0.983	0.10	1.126	0.985	519	545	545	5.0%
113	610	667.69	844.08	1.264	0.10	1.154	1.010	616	663	663	7.6%
114	3264	476.17	485.57	1.020	0.20	1.118	0.978	437	456	456	4.3%
115	1376	451.47	373.24	0.827	0.10	1.111	0.972	428	443	443	3.5%
116	1615	487.91	546.67	1.120	0.15	1.139	0.997	460	489	489	6.3%
117	1478	544.46	541.94	0.995	0.15	1.120	0.980	509	532	532	4.5%
119	41	965.22	102.18	0.106	0.00	1.142	0.999	837	891	891	6.5%
122	119	998.33	1049.85	1.052	0.00	1.142	0.999	952	1,014	1,014	6.5%
123	118	672.99	1578.45	2.345	0.05	1.202	1.052	655	734	734	12.1%
124	650	657.71	567.00	0.862	0.10	1.114	0.975	612	636	636	3.9%
125	4974	461.06	506.92	1.099	0.25	1.131	0.990	431	455	455	5.6%
126	2047	341.83	414.39	1.212	0.15	1.153	1.009	324	349	349	7.7%
127	4091	510.85	551.90	1.080	0.25	1.127	0.986	466	490	490	5.2%
131	853	553.77	685.98	1.239	0.10	1.152	1.008	514	553	553	7.6%
138	106	755.00	496.51	0.658	0.00	1.142	0.999	693	738	738	6.5%
139	753	508.42	729.78	1.435	0.10	1.171	1.024	486	531	531	9.3%
140	1848	642.83	967.72	1.505	0.15	1.196	1.046	614	685	685	11.6%
SW	33904	563.63	643.55	1.142		1.143					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.6 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 COMMERCIAL AUTOMOBILE INSURANCE  
 PERSONAL INJURY PROTECTION

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

	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
T	EARNED CAR	P.I.P.	EXPER LOSS					BASE	BASE
E	YRS YR	UND	COST 5 YRS				INDEX	CLASS	CLASS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	LOSS	LOSS
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	COST	COST
								PRES	IND*
101	504	225.73	104.19	0.462	0.05	0.887	0.975	232	231
102	390	124.65	118.71	0.952	0.00	0.909	0.999	126	129
103	869	133.71	140.06	1.047	0.05	0.916	1.007	135	139
104	705	125.23	105.42	0.842	0.05	0.906	0.996	125	127
105	114	120.20	49.86	0.415	0.00	0.909	0.999	119	121
106	353	65.01	70.65	1.087	0.00	0.909	0.999	65	66
107	70	86.44	15.58	0.180	0.00	0.909	0.999	88	90
108	312	77.51	70.69	0.912	0.00	0.909	0.999	78	80
110	2836	80.33	60.73	0.756	0.10	0.894	0.982	81	81
111	1633	107.37	94.01	0.876	0.05	0.907	0.997	108	110
112	656	86.45	102.88	1.190	0.05	0.923	1.014	87	90
113	474	141.82	57.44	0.405	0.00	0.909	0.999	143	146
114	2417	71.32	90.01	1.262	0.05	0.927	1.019	73	76
115	1126	55.96	81.55	1.457	0.05	0.936	1.029	58	61
116	1256	62.99	42.09	0.668	0.05	0.897	0.986	63	63
117	1259	62.65	44.30	0.707	0.05	0.899	0.988	64	65
119	36	102.11	0.00	0.000	0.00	0.909	0.999	99	101
122	108	109.09	0.00	0.000	0.00	0.909	0.999	108	110
123	115	70.28	53.46	0.761	0.00	0.909	0.999	72	73
124	529	59.01	14.39	0.244	0.00	0.909	0.999	60	61
125	4126	52.28	53.75	1.028	0.10	0.921	1.012	53	55
126	1677	42.74	43.78	1.024	0.05	0.915	1.005	44	45
127	3134	106.09	79.05	0.745	0.10	0.893	0.981	108	108
131	729	64.39	75.50	1.173	0.05	0.922	1.013	65	67
138	88	136.07	3.40	0.025	0.00	0.909	0.999	134	137
139	627	46.76	95.07	2.033	0.05	0.965	1.060	47	51
140	1560	59.24	95.75	1.616	0.05	0.944	1.037	60	64
SW	27703	79.76	72.49	0.909		0.910			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 2.1 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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)
								BASE	BASE
T	EARNED CAR		EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	PRES	IND*
101	1308	117.39	109.28	0.931	0.05	0.981	0.993	129	134
102	1587	92.87	57.17	0.616	0.05	0.966	0.978	121	124
103	3382	93.03	74.92	0.805	0.10	0.966	0.978	112	115
104	2863	106.20	72.39	0.682	0.10	0.954	0.966	138	140
105	280	100.66	61.99	0.616	0.00	0.984	0.996	119	124
106	1616	64.23	37.98	0.591	0.05	0.964	0.976	84	86
107	293	63.79	19.89	0.312	0.00	0.984	0.996	103	108
108	1047	100.07	76.52	0.765	0.05	0.973	0.985	128	132
110	6019	55.92	55.24	0.988	0.15	0.985	0.997	75	78
111	3446	102.29	85.98	0.841	0.10	0.970	0.982	128	132
112	2012	71.88	80.43	1.119	0.10	0.998	1.010	90	95
113	2272	69.46	66.89	0.963	0.05	0.983	0.995	95	99
114	8992	55.82	56.05	1.004	0.15	0.987	0.999	76	80
115	3570	60.65	58.78	0.969	0.10	0.983	0.995	86	90
116	3459	50.87	71.49	1.405	0.10	1.026	1.038	65	71
117	3925	60.73	67.07	1.104	0.10	0.996	1.008	80	85
119	98	73.31	3.08	0.042	0.00	0.984	0.996	117	122
122	310	92.89	93.25	1.004	0.00	0.984	0.996	118	123
123	515	125.58	111.57	0.888	0.00	0.984	0.996	137	143
124	1159	81.55	71.55	0.877	0.05	0.979	0.991	104	108
125	11941	65.75	71.33	1.085	0.20	1.004	1.016	92	98
126	5689	71.95	76.14	1.058	0.15	0.995	1.007	97	102
127	12500	57.31	62.88	1.097	0.20	1.007	1.019	76	81
131	1306	80.29	96.62	1.203	0.05	0.995	1.007	109	115
138	306	87.09	198.42	2.278	0.00	0.984	0.996	119	124
139	1704	67.74	88.25	1.303	0.05	1.000	1.012	97	103
140	5652	73.79	65.33	0.885	0.10	0.974	0.986	104	108
SW	87251	69.56	68.46	0.984		0.988			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 4.9 PERCENT.

TO BETTER REFLECT THE FAVORABLE STATE EXPERIENCE, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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)
								BASE	BASE
T	EARNED CAR		EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	PRES	IND*
101	1304	367.76	421.74	1.147	0.25	1.034	1.036	275	293
102	1610	401.12	356.43	0.889	0.20	0.975	0.977	348	349
103	3520	277.19	310.08	1.119	0.35	1.039	1.041	245	262
104	2904	341.53	328.39	0.962	0.30	0.986	0.988	302	307
105	278	333.06	241.49	0.725	0.05	0.982	0.984	257	260
106	1633	264.85	235.82	0.890	0.20	0.975	0.977	247	248
107	327	190.58	217.82	1.143	0.10	1.011	1.013	234	243
108	1017	297.86	310.15	1.041	0.20	1.005	1.007	272	281
110	6253	210.80	190.62	0.904	0.40	0.959	0.961	222	219
111	3461	262.18	302.42	1.153	0.40	1.059	1.061	240	262
112	2205	254.47	282.37	1.110	0.25	1.025	1.027	244	257
113	2431	196.51	211.74	1.078	0.25	1.017	1.019	212	222
114	9176	227.09	214.50	0.945	0.45	0.973	0.975	227	227
115	3466	224.10	207.31	0.925	0.30	0.975	0.977	236	237
116	3538	197.47	242.45	1.228	0.30	1.066	1.068	200	219
117	3905	217.32	233.00	1.072	0.30	1.019	1.021	227	238
119	117	195.72	310.66	1.587	0.05	1.026	1.028	276	291
122	328	351.96	370.18	1.052	0.10	1.002	1.004	351	362
123	518	568.75	203.89	0.358	0.10	0.932	0.934	385	369
124	1189	261.80	264.25	1.009	0.20	0.999	1.001	252	259
125	12016	219.90	206.85	0.941	0.55	0.966	0.968	234	233
126	5724	224.94	191.54	0.852	0.35	0.946	0.948	228	222
127	12662	213.08	227.63	1.068	0.55	1.036	1.038	216	230
131	1328	218.79	230.07	1.052	0.20	1.007	1.009	242	251
138	308	284.09	240.27	0.846	0.10	0.981	0.983	274	277
139	1695	214.45	215.47	1.005	0.20	0.998	1.000	240	246
140	5786	260.89	269.96	1.035	0.40	1.012	1.014	256	266
SW	88699	239.90	238.86	0.996		0.998			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 2.7 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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)
								BASE	BASE	BASE	
T	EARNED CAR		EXPER LOSS					CLASS	CLASS	CLASS	ADV
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST	COST	COST
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	PRES	IND*	REV	CHG**
101	442	175.41	139.00	0.792	0.05	1.106	0.976	151	157	157	4.0%
102	341	202.76	35.88	0.177	0.00	1.122	0.990	204	215	215	5.4%
103	829	104.95	67.90	0.647	0.10	1.075	0.949	92	93	93	1.1%
104	608	125.95	99.88	0.793	0.05	1.106	0.976	117	122	122	4.3%
105	71	201.82	10.95	0.054	0.00	1.122	0.990	158	167	167	5.7%
106	381	78.50	144.55	1.841	0.10	1.194	1.054	74	83	83	12.2%
107	122	143.40	125.04	0.872	0.00	1.122	0.990	149	157	157	5.4%
108	322	127.76	227.99	1.785	0.05	1.155	1.019	117	127	127	8.5%
110	2664	99.33	134.43	1.353	0.20	1.168	1.031	75	82	82	9.3%
111	1500	117.97	65.01	0.551	0.10	1.065	0.940	99	99	99	0.0%
112	672	71.02	94.89	1.336	0.10	1.143	1.009	63	68	68	7.9%
113	428	89.65	131.25	1.464	0.05	1.139	1.005	78	84	84	7.7%
114	2487	71.98	74.41	1.034	0.15	1.109	0.979	63	66	66	4.8%
115	1050	91.81	116.96	1.274	0.10	1.137	1.004	76	81	81	6.6%
116	1241	123.50	96.14	0.778	0.15	1.070	0.944	99	100	100	1.0%
117	988	109.66	200.46	1.828	0.15	1.228	1.084	87	101	101	16.1%
119	26	103.49	32.38	0.313	0.00	1.122	0.990	103	109	109	5.8%
122	77	166.64	130.85	0.785	0.00	1.122	0.990	146	154	154	5.5%
123	151	117.24	61.23	0.522	0.00	1.122	0.990	105	111	111	5.7%
124	553	127.47	178.57	1.401	0.10	1.150	1.015	101	109	109	7.9%
125	3822	112.97	121.55	1.076	0.25	1.111	0.981	92	96	96	4.3%
126	1388	137.28	179.09	1.305	0.15	1.149	1.014	117	126	126	7.7%
127	3050	71.90	122.87	1.709	0.20	1.239	1.094	63	73	73	15.9%
131	659	134.48	83.27	0.619	0.05	1.097	0.968	106	109	109	2.8%
138	72	158.22	147.05	0.929	0.00	1.122	0.990	131	138	138	5.3%
139	598	100.03	134.43	1.344	0.10	1.144	1.010	80	86	86	7.5%
140	1453	101.70	120.09	1.181	0.10	1.128	0.996	85	90	90	5.9%
SW	25995	105.05	117.84	1.122		1.133					

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 6.6 PERCENT.

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

INSURANCE SERVICES OFFICE, INC.

NEW JERSEY  
 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)
								BASE	BASE
T	EARNED CAR		EXPER LOSS					CLASS	CLASS
E	YRS YR	UND	COST 5 YRS				INDEX	LOSS	LOSS
R	ENDED	LOSS	END	EXPER		FORM	(6) TO	COST	COST
R	06/30/2020	COST	06/30/2020	RATIO	CRED	RATIO	STATE	PRES	IND*
101	425	456.28	459.55	1.007	0.20	1.047	0.990	508	511
102	408	579.43	393.71	0.679	0.15	1.000	0.945	623	598
103	765	378.46	468.56	1.238	0.30	1.111	1.050	423	451
104	637	371.51	429.46	1.156	0.25	1.082	1.023	446	463
105	63	486.62	358.60	0.737	0.05	1.041	0.984	471	471
106	375	260.39	284.07	1.091	0.25	1.066	1.008	313	321
107	119	301.39	253.53	0.841	0.05	1.046	0.989	406	408
108	308	404.47	358.05	0.885	0.15	1.031	0.974	468	463
110	2512	409.77	419.49	1.024	0.50	1.041	0.984	411	411
111	1441	426.21	429.32	1.007	0.40	1.037	0.980	459	457
112	657	293.43	407.85	1.390	0.25	1.140	1.078	340	372
113	435	313.68	392.90	1.253	0.20	1.096	1.036	355	374
114	2384	268.93	298.82	1.111	0.40	1.079	1.020	308	319
115	962	280.01	275.25	0.983	0.30	1.035	0.978	307	305
116	1204	345.70	303.00	0.876	0.30	1.003	0.948	363	350
117	954	329.32	397.99	1.209	0.30	1.103	1.043	345	366
119	30	392.43	265.49	0.677	0.05	1.038	0.981	547	545
122	84	445.96	407.15	0.913	0.05	1.050	0.992	520	524
123	153	376.19	555.37	1.476	0.10	1.099	1.039	418	441
124	522	423.89	338.79	0.799	0.20	1.005	0.950	452	436
125	3563	334.74	344.44	1.029	0.60	1.040	0.983	361	361
126	1315	265.85	310.02	1.166	0.35	1.095	1.035	300	316
127	2920	282.54	301.25	1.066	0.45	1.061	1.003	323	329
131	656	441.31	452.02	1.024	0.25	1.049	0.991	466	469
138	74	506.83	437.96	0.864	0.05	1.047	0.990	548	551
139	564	357.34	434.53	1.216	0.20	1.089	1.029	378	395
140	1371	378.02	440.53	1.165	0.35	1.095	1.035	413	434
SW	24901	345.41	364.93	1.057		1.058			

\* KEYED TO A STATEWIDE LOSS COST CHANGE OF 1.6 PERCENT.

DUE TO THE MODEST INDICATION, WE WILL NOT BE FILING THESE INDICATED LOSS COSTS. THE LOSS COSTS IN COLUMN (8) REMAIN IN EFFECT.

## INSURANCE SERVICES OFFICE, INC.

COMMERCIAL AUTOMOBILE LIABILITY INSURANCE  
MULTISTATE LOSS ADJUSTMENT EXPENSE EXPERIENCE

Calendar Year

Development of Unallocated Loss Adjustment Expense Factor

<u>ITEM</u>	<u>Bodily Injury</u> (000's)					<u>3 YR.</u> <u>AVG</u>	<u>5 YR.</u> <u>AVG</u>
	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>		
(1) Direct Losses Incurred	5,418,876	5,928,003	6,606,295	6,949,226	7,517,364		
(2) Allocated Loss Adjustment Expenses Incurred	613,419	664,234	690,860	655,280	744,900		
(3) Unallocated Loss Adjustment Expense Incurred	487,566	498,950	522,633	539,473	568,403		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	8.1%	7.6%	7.2%	7.1%	6.9%	7.0%	7.4%
(5) Selected Factor							7.0%

<u>ITEM</u>	<u>Property Damage</u> (000's)					<u>3 YR.</u> <u>AVG</u>	<u>5 YR.</u> <u>AVG</u>
	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>		
(1) Direct Losses Incurred	1,028,909	1,144,001	1,144,333	1,236,607	1,147,273		
(2) Allocated Loss Adjustment Expenses Incurred	74,458	61,308	65,235	63,489	51,175		
(3) Unallocated Loss Adjustment Expense Incurred	125,250	123,337	129,475	135,435	117,776		
(4) Unallocated LAE as a Ratio to Losses + Allocated LAE (3)/[(1)+(2)]	11.4%	10.2%	10.7%	10.4%	9.8%	10.3%	10.5%
(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>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>AVG</u>	<u>AVG</u>
(1)	Direct Losses Incurred	4,293,161	4,806,825	5,440,605	5,512,801	5,741,885		
(2)	Loss Adjustment Expenses Incurred	577,805	621,686	701,565	713,364	735,418		
(3)	Losses + LAE Incurred as Ratio to Losses Incurred [(1)+(2)]/(1)	1.135	1.129	1.129	1.129	1.128	1.129	1.130
(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	NEW JERSEY				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
6/30/2017	33969.67	34219.98	4718.38	4615.80	22855.59	22747.84	4341.47	4306.24
9/30/2017	34804.18	34662.37	4723.59	4678.81	22840.66	23070.49	4391.97	4372.58
12/31/2017	35211.68	35110.49	4689.26	4742.67	23229.99	23397.71	4424.06	4439.93
3/31/2018	35931.64	35564.39	4750.26	4807.41	23638.51	23729.58	4476.18	4508.32
6/30/2018	35707.76	36024.17	4706.82	4873.03	24180.75	24066.15	4553.05	4577.76
9/30/2018	36360.32	36489.89	4860.77	4939.54	24669.67	24407.50	4630.54	4648.27
12/31/2018	36950.76	36961.63	5017.75	5006.96	24953.25	24753.69	4720.33	4719.87
3/31/2019	37526.92	37439.47	5156.11	5075.31	25309.26	25104.79	4796.67	4792.57
6/30/2019	38475.91	37923.49	5358.30	5144.58	25370.99	25460.87	4878.70	4866.40
9/30/2019	37860.69	38413.76	5244.80	5214.81	25640.93	25822.00	4951.48	4941.36
12/31/2019	38627.18	38910.37	5246.00	5285.99	26145.79	26188.25	5021.67	5017.47
3/31/2020	39721.75	39413.40	5282.40	5358.14	26478.70	26559.70	5100.04	5094.75

		BODILY INJURY	PROPERTY DAMAGE
(9)	AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COST (12TH POINT / 8TH POINT)		
	(A) NEW JERSEY	5.3%	5.6%
	(B) MULTISTATE	5.8%	6.3%
(10)	CREDIBILITY	0.10	0.50
(11)	WEIGHTED AVERAGE ANNUAL PERCENT CHANGE IN PAID CLAIM COSTS {(10) * (9A)} + {(1.0 - (10)) * (9B)}	5.7%	5.9%
(12)	SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY	0.0%	0.0%
(13)	AVERAGE ANNUAL PERCENT CHANGE IN LIABILITY LOSS RATIO (11) * (12)	5.7%	5.9%

\* EXCLUDES MASSACHUSETTS

INSURANCE SERVICES OFFICE, INC.

CLAIM COST TREND DATA FOR PIP  
PRIVATE PASSENGER TYPES  
NEW JERSEY

QUARTER ENDING	MEDICAL INDEX*		HOSPITAL AND RELATED SERVICES*		INCOME LOSSES**	
	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT	ACTUAL	EXPONENTIAL FIT
3/31/2018	482.7	478.3	860.1	855.3	749.75	749.73
6/30/2018	485.0	482.3	866.1	861.6	765.06	758.19
9/30/2018	484.7	486.2	869.3	868.0	774.71	766.74
12/31/2018	486.5	490.3	872.1	874.4	777.88	775.39
3/31/2019	491.2	494.3	878.8	880.9	776.00	784.14
6/30/2019	494.6	498.4	877.1	887.5	788.14	792.99
9/30/2019	500.0	502.5	885.0	894.0	796.01	801.94
12/31/2019	507.8	506.7	899.7	900.7	801.16	810.99
3/31/2020	513.9	510.9	913.8	907.3	806.88	820.14
6/30/2020	519.0	515.1	919.8	914.1	842.24	829.40
9/30/2020	522.8	519.3	923.6	920.8	842.73	838.76
12/31/2020	519.8	523.6	927.1	927.7	856.59	848.22

	(A)	(B)	(C)	(D)
	MEDICAL	HOSPITAL	COMBINED+	INCOME

- (1) AVERAGE ANNUAL PERCENT CHANGE IN INDICES (12TH POINT/8TH POINT) 3.3% 3.0% 3.2% 4.6%
- (2) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM COST 0.96\*(1C) + 0.04\*(1D). BASED ON RESPECTIVE WEIGHT OF MEDICAL AND INCOME FROM PRICING. 3.3%
- (3) SELECTED ANNUAL PERCENT CHANGE IN CLAIM FREQUENCY 0.0%
- (4) AVERAGE ANNUAL PERCENT CHANGE IN CLAIM RATIOS (1.0 + (2)) \* (1.0 + (3)) 3.3%

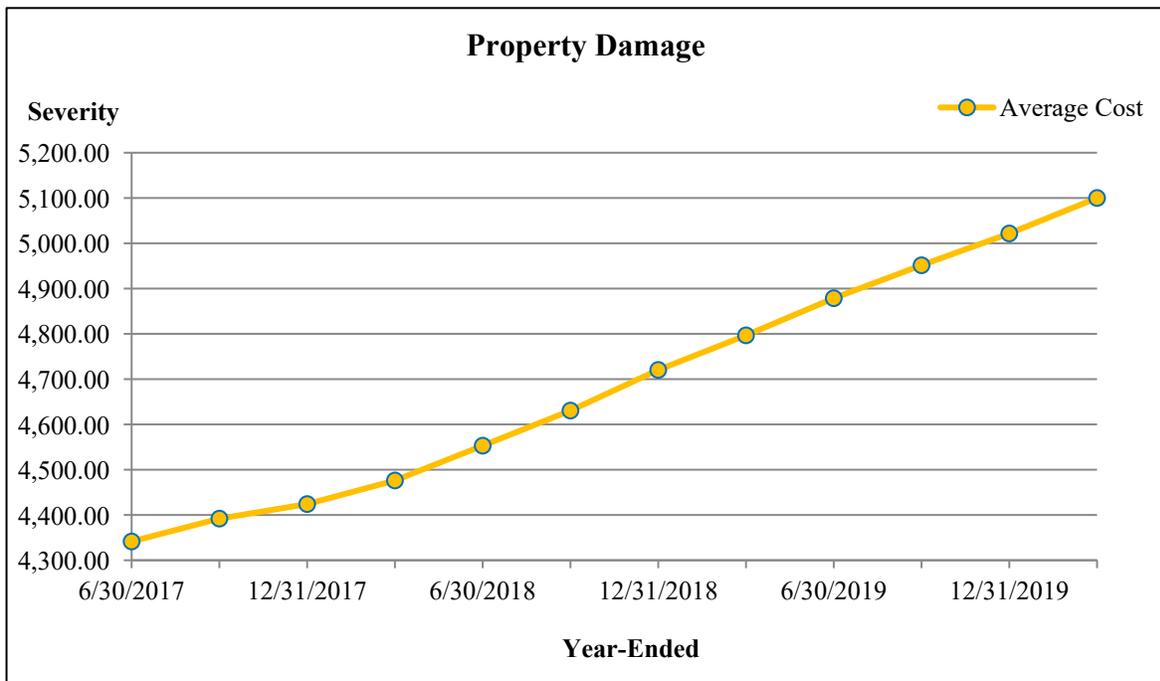
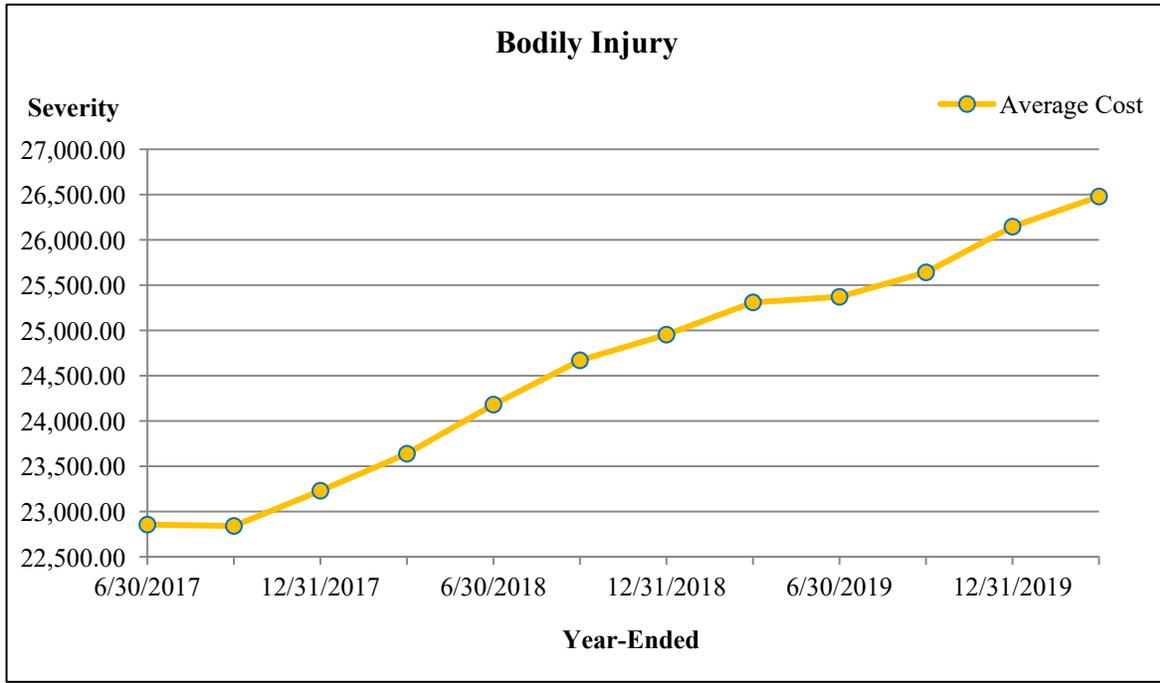
\* MEDICAL INDEX AND HOSPITAL AND RELATED SERVICES INDEX BASED ON CONSUMER PRICE INDEX.

\*\* INCOME LOST BASED ON BUREAU OF LABOR STATISTICS DATA.

+ WEIGHT MEDICAL AND HOSPITAL AVERAGE ANNUAL PERCENT CHANGE IN INDEX = {(1A) \* .5} + (1B) \* .5}.

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>
6/30/2014	0.7450		2.8202	
9/30/2014	0.7387		2.8216	
12/31/2014	0.7444		2.8219	
3/31/2015	0.7348		2.7839	
6/30/2015	0.7405	-0.6% &	2.7884	-1.1% &
9/30/2015	0.7504		2.8113	
12/31/2015	0.7627		2.8218	
3/31/2016	0.7764	5.7%	2.7948	0.4%
6/30/2016	0.7879		2.8012	
9/30/2016	0.7977		2.8037	
12/31/2016	0.8012		2.8011	
3/31/2017	0.8041	3.6%	2.7805	-0.5%
6/30/2017	0.8106		2.7666	
9/30/2017	0.8042		2.7331	
12/31/2017	0.7995		2.7170	
3/31/2018	0.7980	-0.8%	2.7251	-2.0%
6/30/2018	0.7954		2.7352	
9/30/2018	0.7953		2.7390	
12/31/2018	0.7943		2.7439	
3/31/2019	0.7899	-1.0%	2.7356	0.4%
6/30/2019	0.7796		2.6916	
9/30/2019	0.7755		2.6741	
12/31/2019	0.7621		2.6326	
3/31/2020	0.7300	-7.6%	2.4960	-8.8%

\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 6/30/2015 divided by 6/30/2014

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>
6/30/2014	0.8555		3.1498	
9/30/2014	0.8451		3.1107	
12/31/2014	0.8390		3.0739	
3/31/2015	0.8198		3.0393	
6/30/2015	0.8029	-6.1% &	3.0095	-4.5% &
9/30/2015	0.7995		3.0405	
12/31/2015	0.8004		3.0500	
3/31/2016	0.8099	-1.2%	3.0352	-0.1%
6/30/2016	0.8133		3.0526	
9/30/2016	0.8317		3.0444	
12/31/2016	0.8167		3.0247	
3/31/2017	0.8132	0.4%	2.9648	-2.3%
6/30/2017	0.8126		2.9214	
9/30/2017	0.7874		2.8353	
12/31/2017	0.7853		2.8036	
3/31/2018	0.7927	-2.5%	2.8155	-5.0%
6/30/2018	0.7971		2.7721	
9/30/2018	0.7933		2.7523	
12/31/2018	0.7886		2.7092	
3/31/2019	0.7627	-3.8%	2.6588	-5.6%
6/30/2019	0.7394		2.6149	
9/30/2019	0.7112		2.5584	
12/31/2019	0.6922		2.4877	
3/31/2020	0.6533	-14.3%	2.3496	-11.6%

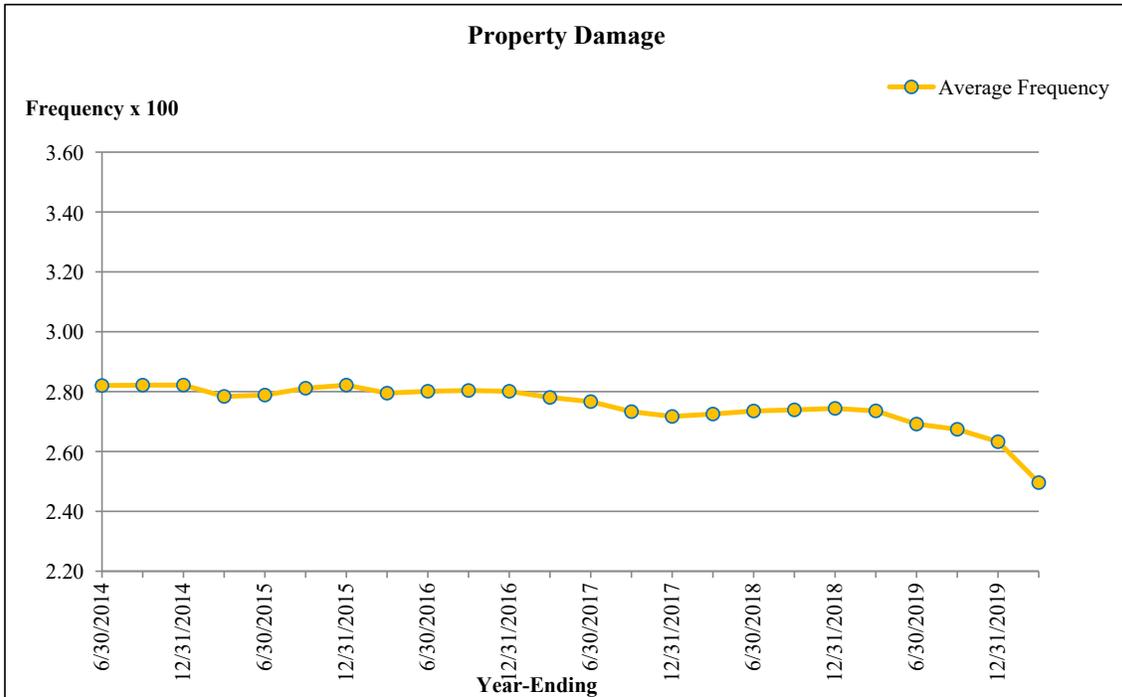
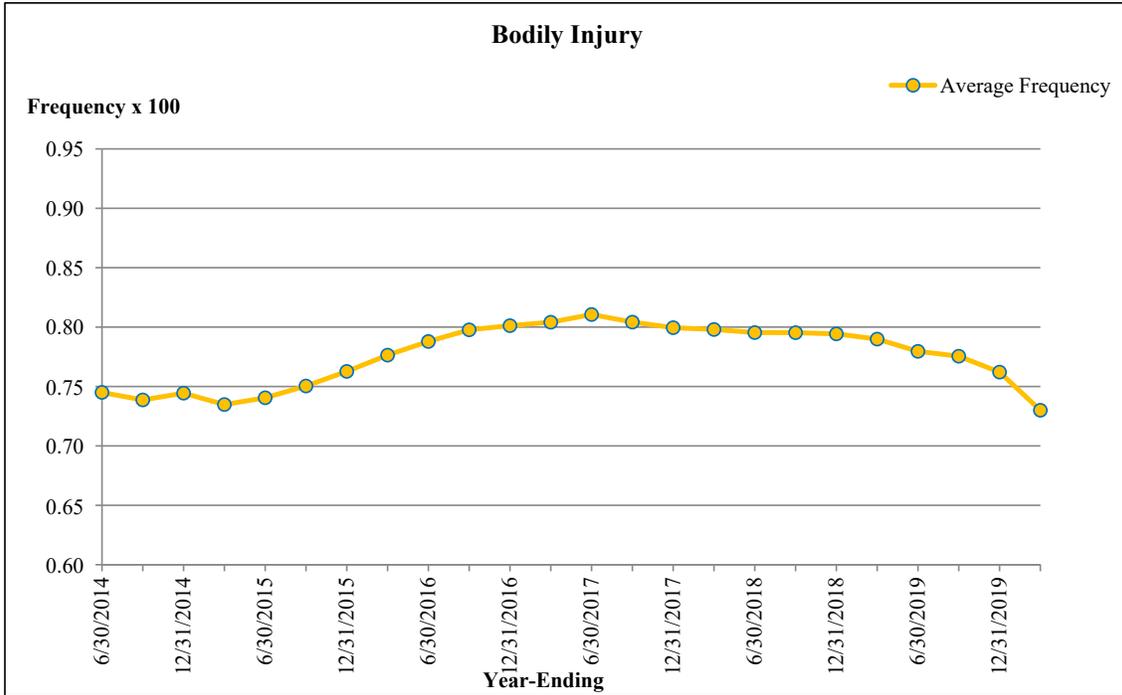
\* EXCLUDES MASSACHUSETTS

@ CHANGE BASED ON YEARS ENDING 3/31/XXXX

&amp; CHANGE BASED ON YEAR ENDING 6/30/2015 divided by 6/30/2014

INSURANCE SERVICES OFFICE, INC.

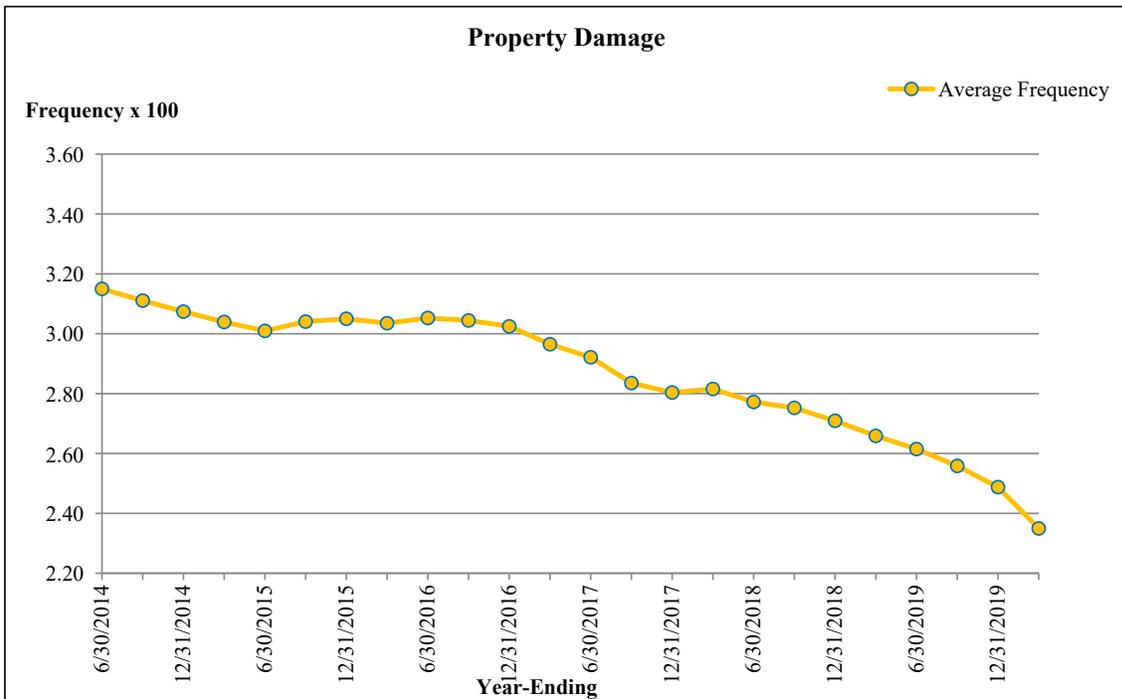
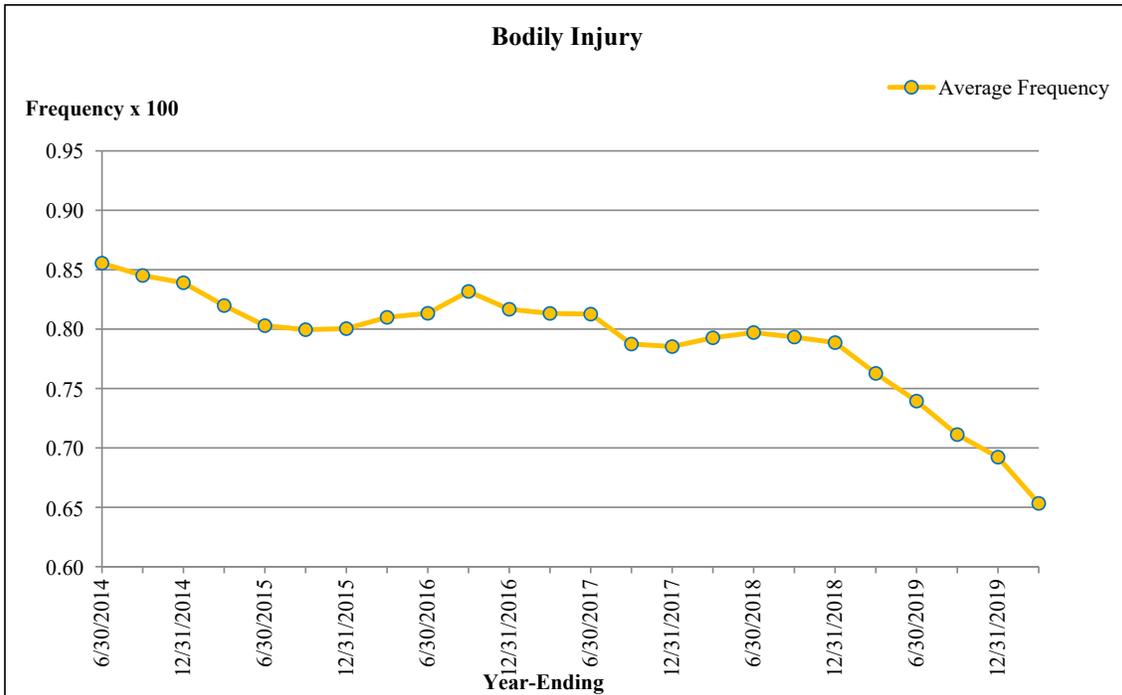
Commercial Automobile Liability  
 Incurred Claim Frequency Experience  
 Trucks, Tractors, and Trailers  
 Multistate\*



\*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:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2015	1.36		0.89		0.68	
6/30/2016	1.35		0.90		0.69	
12/31/2016	1.34		0.88		0.67	
6/30/2017	1.34	-0.7%	0.87	-3.3%	0.67	-2.9%
12/31/2017	1.38		0.90		0.69	
6/30/2018	1.45	8.2%	0.93	6.9%	0.71	6.0%
12/31/2018	1.52		0.97		0.73	
6/30/2019	1.58	9.0%	1.00	7.5%	0.74	4.2%
12/31/2019	1.60		1.00		0.74	
6/30/2020	1.55	-1.9%	0.98	-2.0%	0.73	-1.4%

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

Deductible:	Percent of Losses
Full	0.4%
\$50	0.4%
\$100	1.8%
\$200	0.1%
\$250	8.0%
\$500	32.7%
\$1,000	48.3%
\$2,000	4.4%
\$3,000	1.0%
\$5,000	2.8%

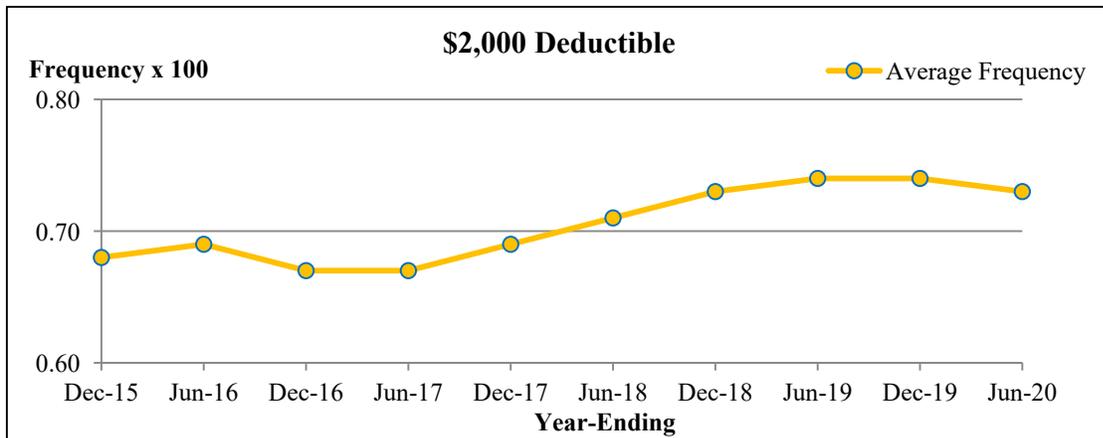
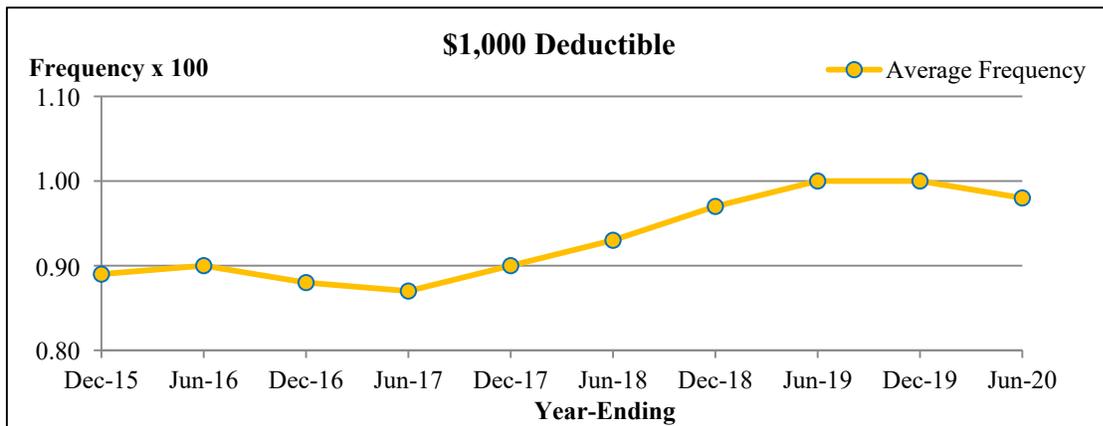
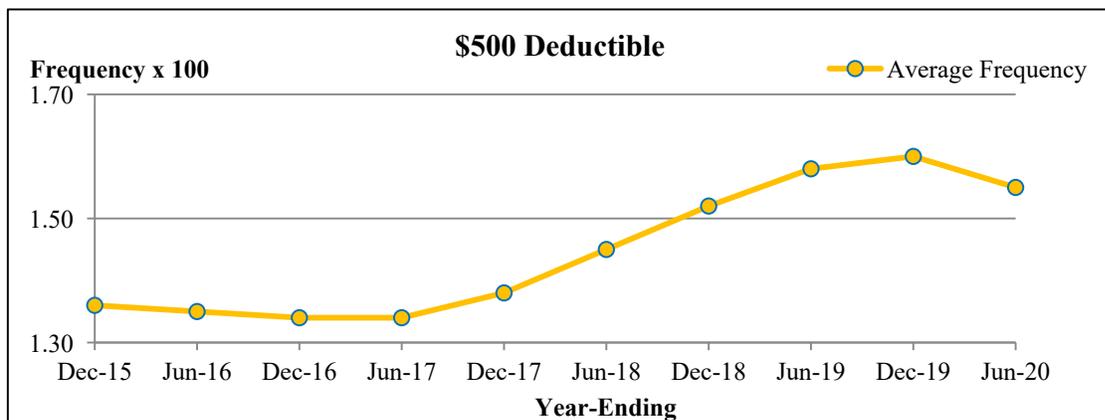
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 3.8% 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:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2015	5,193.15	7,641.14	8,849.11
6/30/2016	5,369.01	7,944.39	9,206.74
12/31/2016	5,449.43	8,251.49	9,564.28
6/30/2017	5,716.77	8,523.51	9,815.39
12/31/2017	6,053.88	8,862.81	10,144.02
6/30/2018	6,135.99	9,122.35	10,531.05
12/31/2018	6,168.60	9,282.11	10,879.49
6/30/2019	6,213.04	9,480.01	11,372.70
12/31/2019	6,342.43	9,982.51	12,012.18
6/30/2020	6,327.26	9,767.30	11,561.97

Average Annual Change Using Exponential Fits:

10 point fit:	4.8%	6.0%	6.9%
8 point fit:	4.0%	5.4%	6.7%
6 point fit:	1.9%	4.5%	6.4%

Selected severity trend:	6.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	6.0%

\* 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**
12/31/2015	2.23		1.96		1.60	
6/30/2016	2.20		1.95		1.59	
12/31/2016	2.25		1.99		1.62	
6/30/2017	2.27	3.2%	1.98	1.5%	1.62	1.9%
12/31/2017	2.24		1.96		1.61	
6/30/2018	2.26	-0.4%	2.01	1.5%	1.66	2.5%
12/31/2018	2.27		2.03		1.68	
6/30/2019	2.27	0.4%	2.02	0.5%	1.67	0.6%
12/31/2019	2.26		2.02		1.67	
6/30/2020	2.01	-11.5%	1.76	-12.9%	1.48	-11.4%

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

Deductible:	Percent of Losses
\$100	0.1%
\$200	0.0%
\$250	1.2%
\$500	29.2%
\$1,000	55.3%
\$2,000	6.7%
\$3,000	2.0%
\$5,000	5.4%

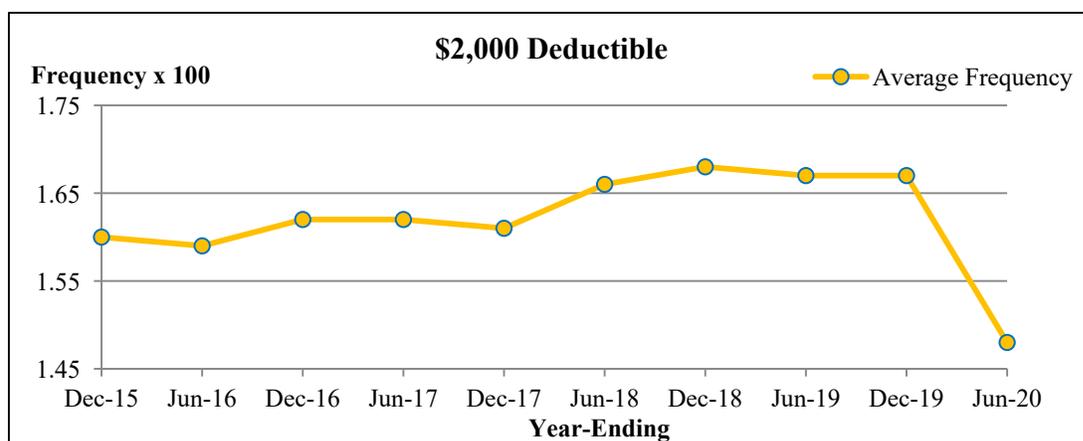
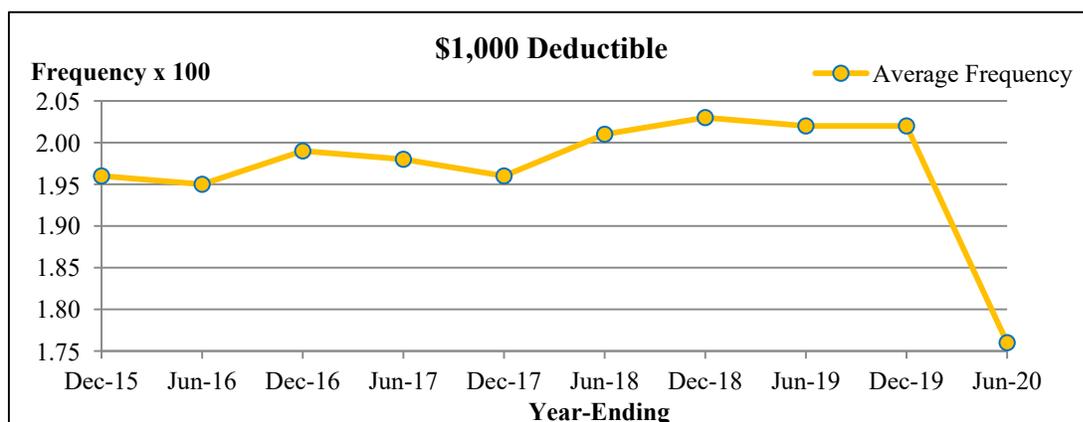
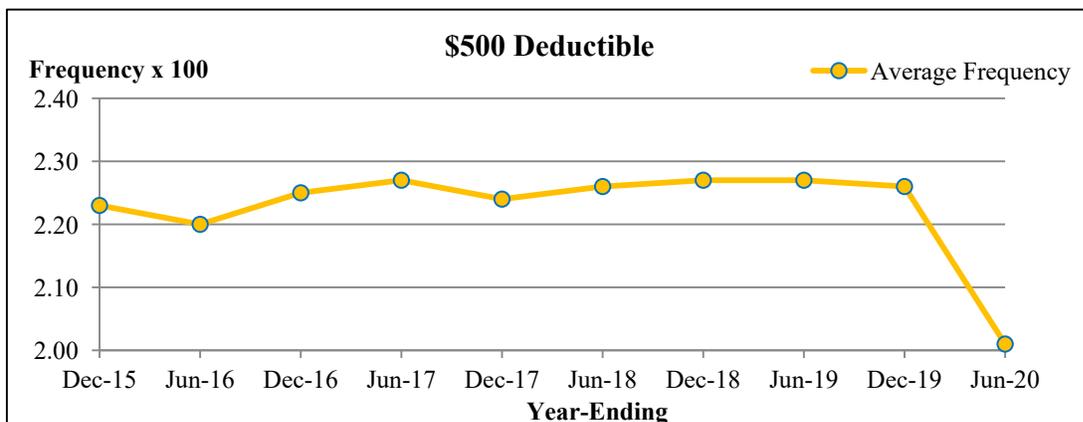
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 7.4% 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
12/31/2015	8,988.76	10,695.12	11,603.88
6/30/2016	9,298.61	10,958.94	11,895.06
12/31/2016	9,472.38	11,220.33	12,161.21
6/30/2017	9,528.66	11,237.77	12,157.28
12/31/2017	9,751.43	11,299.36	12,253.47
6/30/2018	9,942.56	11,559.85	12,578.14
12/31/2018	10,161.19	11,792.45	12,792.86
6/30/2019	10,425.04	12,108.72	13,185.32
12/31/2019	10,501.71	12,220.72	13,320.55
6/30/2020	10,847.48	12,675.97	13,717.20

Average Annual Change Using Exponential Fits:

10 point fit:	4.0%	3.5%	3.6%
8 point fit:	4.0%	3.6%	3.7%
6 point fit:	4.2%	4.5%	4.5%

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\*  
Private Passenger Types Physical Damage  
Other Than Collision

Frequency (expressed as claims per 100 exposures)

Year Ending:	\$500 Deductible		\$1,000 Deductible		\$2,000 Deductible	
	Actual	Change**	Actual	Change**	Actual	Change**
12/31/2015	3.14		1.94		1.28	
6/30/2016	3.19		1.97		1.30	
12/31/2016	3.08		1.90		1.25	
6/30/2017	2.97	-6.9%	1.86	-5.6%	1.23	-5.4%
12/31/2017	3.01		1.92		1.27	
6/30/2018	3.16	6.4%	1.99	7.0%	1.31	6.5%
12/31/2018	3.33		2.06		1.34	
6/30/2019	3.53	11.7%	2.20	10.6%	1.41	7.6%
12/31/2019	3.58		2.25		1.42	
6/30/2020	3.14	-11.0%	2.01	-8.6%	1.28	-9.2%

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

Deductible:	Percent of Losses
Full	0.4%
\$50	0.5%
\$100	3.0%
\$200	0.6%
\$250	11.4%
\$500	38.8%
\$1,000	39.6%
\$2,000	4.2%
\$3,000	0.4%
\$5,000	1.2%

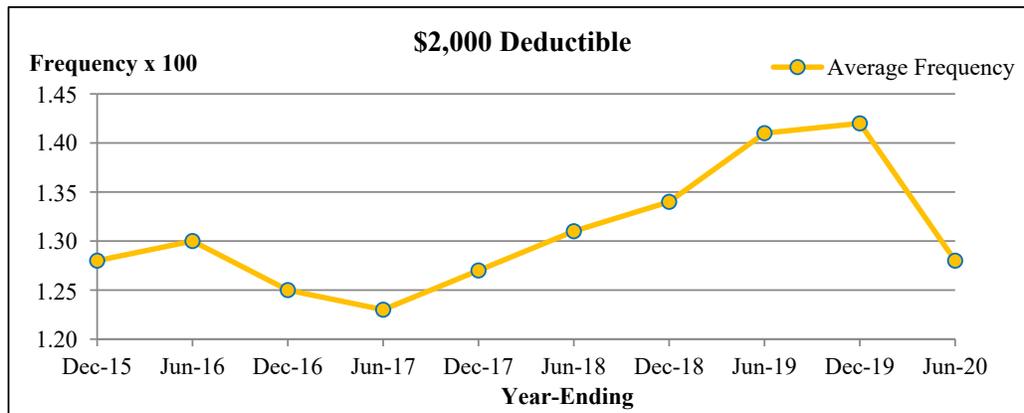
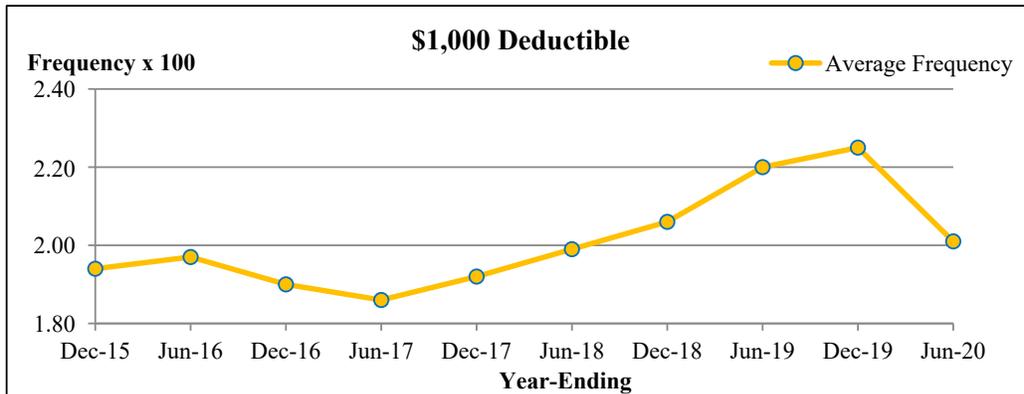
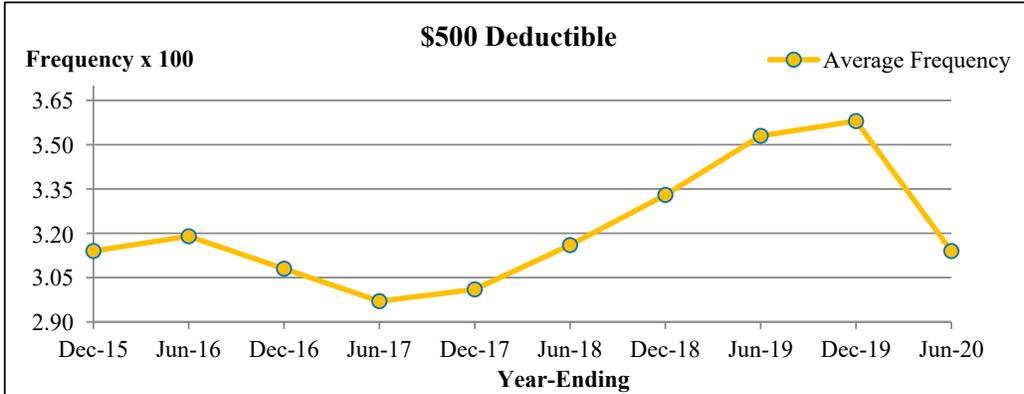
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 1.6% 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:	\$500 Deductible	\$1,000 Deductible	\$2,000 Deductible
12/31/2015	2,050.30	2,727.68	3,255.26
6/30/2016	2,150.91	2,864.45	3,455.43
12/31/2016	2,202.37	2,907.16	3,516.92
6/30/2017	2,246.72	2,944.81	3,544.45
12/31/2017	2,349.58	3,163.04	3,803.75
6/30/2018	2,398.50	3,265.73	3,954.78
12/31/2018	2,449.64	3,338.45	4,074.48
6/30/2019	2,487.82	3,438.38	4,223.75
12/31/2019	2,540.93	3,572.28	4,398.24
6/30/2020	2,745.39	3,739.43	4,584.64

Average Annual Change Using Exponential Fits:

10 point fit:	5.8%	7.1%	7.7%
8 point fit:	5.8%	7.4%	8.1%
6 point fit:	5.7%	6.7%	7.6%

Selected severity trend:	6.0%
Selected frequency trend:	0.0%
Selected pure premium trend:	6.0%

\* Multistate data excludes Massachusetts

\*\* Selected trends are also used for Auto Dealers and Garagekeepers physical damage coverages.

## 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**
12/31/2015	5.08		4.31		3.18	
6/30/2016	5.00		4.28		3.18	
12/31/2016	5.02		4.29		3.20	
6/30/2017	5.03	0.6%	4.28	0.0%	3.20	0.6%
12/31/2017	4.99		4.23		3.18	
6/30/2018	5.00	-0.6%	4.30	0.5%	3.25	1.6%
12/31/2018	4.95		4.32		3.30	
6/30/2019	4.88	-2.4%	4.32	0.5%	3.33	2.5%
12/31/2019	4.80		4.32		3.33	
6/30/2020	4.00	-18.0%	3.59	-16.9%	2.81	-15.6%

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

Deductible:	Percent of Losses
\$100	0.4%
\$200	0.1%
\$250	1.9%
\$500	38.7%
\$1,000	55.2%
\$2,000	2.2%
\$3,000	0.3%
\$5,000	1.0%

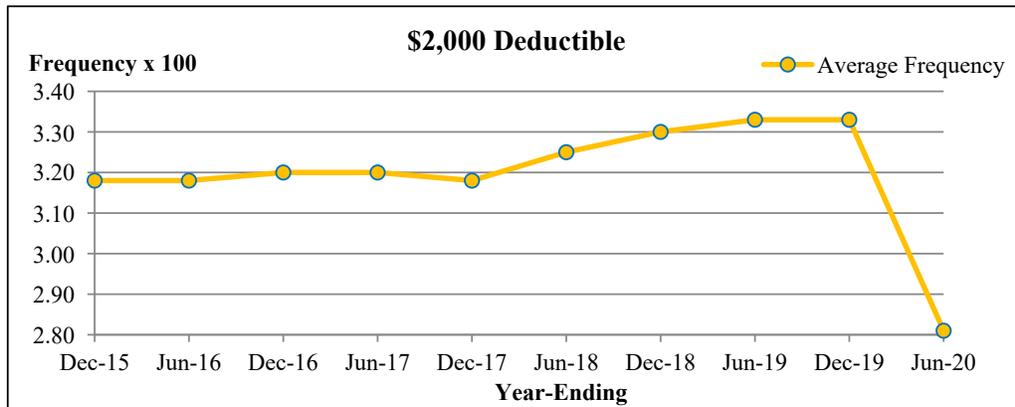
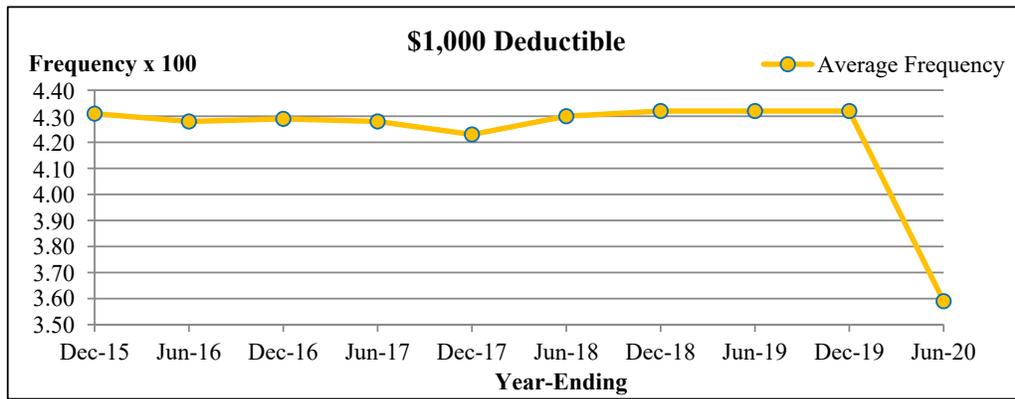
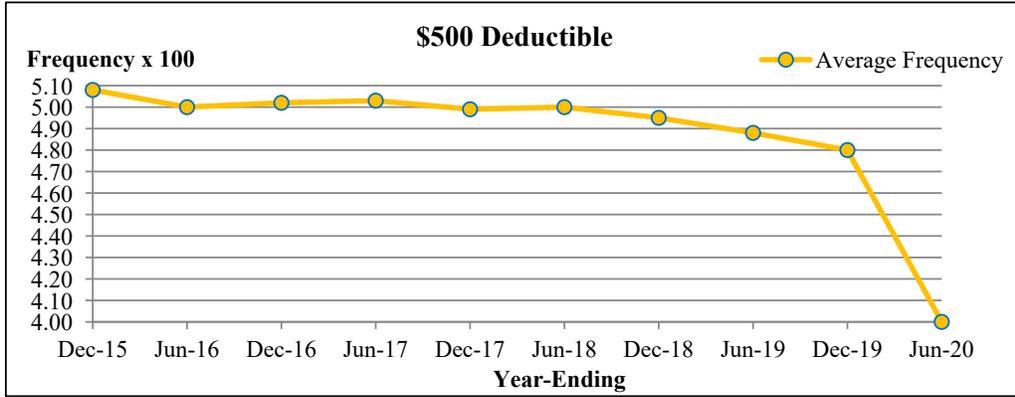
\* Multistate data excludes Massachusetts

\*\* Change based on years ending 06/30/xxxx

\*\*\* Deductibles above \$2,000, totaling 1.3% 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
12/31/2015	5,532.32	5,988.75	6,522.21
6/30/2016	5,676.31	6,076.09	6,610.93
12/31/2016	5,773.39	6,122.96	6,662.23
6/30/2017	5,716.76	6,107.55	6,625.30
12/31/2017	5,767.75	6,228.33	6,750.41
6/30/2018	6,068.57	6,413.47	6,930.79
12/31/2018	6,156.53	6,467.31	6,955.87
6/30/2019	6,265.44	6,614.65	7,076.12
12/31/2019	6,629.22	6,981.36	7,495.31
6/30/2020	7,087.32	7,519.65	7,997.26

Average Annual Change Using Exponential Fits:

10 point fit:	5.0%	4.5%	3.9%
8 point fit:	6.0%	5.6%	5.0%
6 point fit:	7.8%	7.2%	6.5%

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

\* Multistate data excludes Massachusetts

\*\* Selected trends are also used for Auto Dealers and Garagekeepers physical damage coverages.

## INSURANCE SERVICES OFFICE, INC.

MULTISTATE  
TRUCKS, TRACTORS & TRAILERS  
PHYSICAL DAMAGE  
OCN TREND CALCULATION

AVERAGE OCN RELATIVITIES

YEAR ENDING	OTHER THAN COLLISION	COLLISION
12/31/2015	1.255	1.401
6/30/2016	1.260	1.412
12/31/2016	1.266	1.422
6/30/2017	1.273	1.435
12/31/2017	1.279	1.447
6/30/2018	1.284	1.457
12/31/2018	1.290	1.467
6/30/2019	1.297	1.480
12/31/2019	1.303	1.488
6/30/2020	1.308	1.497

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

9 POINTS	0.9%	1.5%
7 POINTS	0.9%	1.4%
5 POINTS	1.0%	1.4%
Selected Other Than Collision Physical Damage Annual OCN Trend:		0.9%
Selected Collision Physical Damage Annual OCN Trend:		1.4%

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
12/31/2015	1.333	1.166
6/30/2016	1.341	1.170
12/31/2016	1.348	1.174
6/30/2017	1.355	1.177
12/31/2017	1.361	1.181
6/30/2018	1.367	1.184
12/31/2018	1.373	1.187
6/30/2019	1.381	1.190
12/31/2019	1.387	1.193
6/30/2020	1.392	1.196

EXPONENTIAL TREND (AVERAGE ANNUAL CHANGE)

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

Data excludes the following state: Massachusetts

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	\$100,000 Basic Limit	Loss Development Factors				
		15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2009	14,668,711	22,754,823	27,576,049	1.551	1.212	
06/30/2010	16,614,691	25,483,673	31,021,065	1.534	1.217	
06/30/2011	15,925,507	27,260,185	32,817,732	1.712	1.204	
06/30/2012	16,378,415	25,565,850	31,999,371	1.561	1.252	
06/30/2013	21,170,807	32,788,477	39,330,490	1.549	1.200	
06/30/2014	23,577,903	37,110,455	47,969,634	1.574	1.293	
06/30/2015	21,839,814	38,167,585	46,704,480	1.748	1.224	
06/30/2016	24,778,387	39,765,883	49,684,540	1.605	1.249	
06/30/2017	26,032,193	40,560,249	50,830,746	1.558	1.253	
06/30/2018	28,428,981	44,864,747	56,450,450	1.578	1.258	
06/30/2019	27,038,461	43,696,725		1.616		
06/30/2020	23,139,116					
(1) Average Factor (Best 3 of 5) :						
				(A) State	1.600	1.253
				(B) Multistate	1.405	1.157
(2) Credibility						
					0.990	0.980
(3) Credibility Weighted Factors						
					1.598	1.251

## Property Damage

Accident Year Ending	\$100,000 Basic Limit	Loss Development Factors				
		15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months
06/30/2009	14,426,448	15,164,970	15,358,063	1.051	1.013	
06/30/2010	15,895,266	16,730,495	16,856,878	1.053	1.008	
06/30/2011	15,307,578	16,531,924	16,621,145	1.080	1.005	
06/30/2012	16,467,047	17,694,555	17,896,240	1.075	1.011	
06/30/2013	18,878,318	20,397,301	20,714,041	1.080	1.016	
06/30/2014	23,982,801	25,605,743	25,997,582	1.068	1.015	
06/30/2015	22,929,287	24,922,323	25,277,122	1.087	1.014	
06/30/2016	24,218,691	25,821,273	26,214,528	1.066	1.015	
06/30/2017	24,498,467	26,420,260	27,053,178	1.078	1.024	
06/30/2018	27,180,627	29,908,656	30,376,138	1.100	1.016	
06/30/2019	28,192,872	30,224,198		1.072		
06/30/2020	20,177,855					
(1) Average Factor (Best 3 of 5) :						
				(A) State	1.079	1.015
				(B) Multistate	1.046	1.010
(2) Credibility						
					0.980	0.000
(3) Credibility Weighted Factors						
					1.078	1.010

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.086	1.006
27 to Ultimate	1.359	1.016
15 to Ultimate	2.172	1.095

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
No Fault States  
Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2009	119,448,231	156,848,433	178,093,847	187,268,562	190,156,530
06/30/2010	121,066,855	162,477,151	183,681,115	193,771,115	198,005,956
06/30/2011	128,096,369	180,237,708	201,278,657	211,606,103	215,503,371
06/30/2012	135,994,314	187,670,791	215,407,183	226,961,747	231,946,466
06/30/2013	141,442,467	192,767,426	217,760,475	230,932,745	234,836,402
06/30/2014	146,916,030	202,421,421	238,392,182	252,681,093	258,306,839
06/30/2015	147,081,170	214,191,325	247,826,936	262,038,390	267,256,393
06/30/2016	172,361,728	242,466,659	279,850,744	297,715,758	302,860,787
06/30/2017	178,366,331	248,975,251	287,421,205	300,802,612	
06/30/2018	192,852,728	268,872,965	311,817,056		
06/30/2019	196,984,020	278,254,585			
06/30/2020	168,858,764				

## Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2009	1.313	1.135	1.052	1.015
06/30/2010	1.342	1.131	1.055	1.022
06/30/2011	1.407	1.117	1.051	1.018
06/30/2012	1.380	1.148	1.054	1.022
06/30/2013	1.363	1.130	1.060	1.017
06/30/2014	1.378	1.178	1.060	1.022
06/30/2015	1.456	1.157	1.057	1.020
06/30/2016	1.407	1.154	1.064	1.017
06/30/2017	1.396	1.154	1.047	
06/30/2018	1.394	1.160		
06/30/2019	1.413			
Average Factor: ( Best 3 of 5 )	1.405	1.157	1.059	1.020

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.005
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.025
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.086
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.256
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.765

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
No Fault States  
Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2009	191,274,394	191,220,062	191,425,280	191,329,779	191,330,673
06/30/2010	198,486,951	198,588,504	199,203,959	199,194,005	199,229,474
06/30/2011	215,766,596	217,525,147	217,612,433	217,614,245	217,350,720
06/30/2012	232,418,899	232,627,608	232,680,981	232,793,082	
06/30/2013	236,711,404	237,136,281	237,126,720		
06/30/2014	260,089,845	259,939,825			
06/30/2015	268,058,914				

## Ratios

Accident Year Ending	Ratios				
	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2009	1.006	1.000	1.001	1.000	1.000
06/30/2010	1.002	1.001	1.003	1.000	1.000
06/30/2011	1.001	1.008	1.000	1.000	0.999
06/30/2012	1.002	1.001	1.000	1.000	
06/30/2013	1.008	1.002	1.000		
06/30/2014	1.007	0.999			
06/30/2015	1.003				
Average Factor: ( Best 3 of 5 )	1.004	1.001	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)	=	1.001

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2009	400,909,965	411,343,811	413,685,457	413,916,871	413,802,200
06/30/2010	384,674,501	396,337,711	398,654,078	400,208,141	400,463,549
06/30/2011	415,262,346	431,083,539	433,456,688	434,577,819	435,414,118
06/30/2012	434,593,964	448,917,382	453,379,596	453,699,378	454,417,924
06/30/2013	443,055,905	458,690,084	462,811,511	465,175,524	465,753,838
06/30/2014	471,529,778	489,031,910	492,664,200	494,021,057	494,162,451
06/30/2015	486,181,458	507,352,896	512,061,962	513,796,606	514,618,402
06/30/2016	516,420,108	539,695,627	545,851,976	548,123,288	548,270,267
06/30/2017	540,727,047	563,295,978	569,115,796	570,705,117	
06/30/2018	561,087,575	588,990,147	594,750,760		
06/30/2019	594,775,346	624,077,645			
06/30/2020	502,589,992				

## Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2009	1.026	1.006	1.001	1.000
06/30/2010	1.030	1.006	1.004	1.001
06/30/2011	1.038	1.006	1.003	1.002
06/30/2012	1.033	1.010	1.001	1.002
06/30/2013	1.035	1.009	1.005	1.001
06/30/2014	1.037	1.007	1.003	1.000
06/30/2015	1.044	1.009	1.003	1.002
06/30/2016	1.045	1.011	1.004	1.000
06/30/2017	1.042	1.010	1.003	
06/30/2018	1.050	1.010		
06/30/2019	1.049			
Average Factor: ( Best 3 of 5 )	1.046	1.010	1.003	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.006
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.016
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.063

## 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>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>
06/30/2009	413,898,241	413,976,839	414,075,999	414,033,528
06/30/2010	400,142,606	400,458,752	400,428,196	400,538,170
06/30/2011	436,254,354	436,643,805	436,749,421	436,760,698
06/30/2012	455,160,660	455,538,339	455,835,922	455,733,528
06/30/2013	466,229,187	466,528,448	466,564,912	
06/30/2014	494,547,225	494,265,204		
06/30/2015	514,568,764			

## Ratios

Accident Year <u>Ending</u>	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>
06/30/2009	1.000	1.000	1.000	1.000
06/30/2010	0.999	1.001	1.000	1.000
06/30/2011	1.002	1.001	1.000	1.000
06/30/2012	1.002	1.001	1.001	1.000
06/30/2013	1.001	1.001	1.000	
06/30/2014	1.001	0.999		
06/30/2015	1.000			
Average Factor: ( Best 3 of 5 )	1.001	1.001	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)	=	1.001

INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2009	5,715,948	8,424,561	10,303,443	1.474	1.223	
06/30/2010	5,130,823	7,887,764	10,155,427	1.537	1.287	
06/30/2011	5,748,871	9,250,958	11,875,873	1.609	1.284	
06/30/2012	5,587,268	7,914,719	9,923,848	1.417	1.254	
06/30/2013	4,506,707	7,733,979	9,917,083	1.716	1.282	
06/30/2014	5,295,422	8,932,436	11,470,523	1.687	1.284	
06/30/2015	4,610,280	7,817,585	9,913,677	1.696	1.268	
06/30/2016	6,077,123	9,916,439	11,499,648	1.632	1.160	
06/30/2017	4,988,192	7,757,416	9,545,700	1.555	1.231	
06/30/2018	4,379,911	6,712,825	8,803,789	1.533	1.311	
06/30/2019	4,627,590	7,858,434		1.698		
06/30/2020	3,689,350					
(1) Average Factor (Best 3 of 5) :				(A) State	1.628	1.261
				(B) Multistate	1.468	1.158
(2) Credibility					0.950	0.930
(3) Credibility Weighted Factors					1.620	1.254

## Property Damage

Accident Year Ending	\$100,000 Basic Limit			Loss Development Factors		
	15 Months	27 Months	39 Months	15 to 27 Months	27 to 39 Months	
06/30/2009	5,135,282	5,405,790	5,454,169	1.053	1.009	
06/30/2010	4,824,331	5,106,018	5,157,531	1.058	1.010	
06/30/2011	5,050,946	5,480,619	5,626,928	1.085	1.027	
06/30/2012	5,518,771	5,664,424	5,732,646	1.026	1.012	
06/30/2013	5,068,196	5,351,309	5,433,074	1.056	1.015	
06/30/2014	5,449,922	5,726,577	5,759,841	1.051	1.006	
06/30/2015	5,199,648	5,614,965	5,682,569	1.080	1.012	
06/30/2016	5,233,896	5,495,611	5,524,084	1.050	1.005	
06/30/2017	5,272,680	5,453,192	5,420,957	1.034	0.994	
06/30/2018	4,823,207	5,044,423	5,112,031	1.046	1.013	
06/30/2019	4,607,533	4,942,118		1.073		
06/30/2020	3,059,918					
(1) Average Factor (Best 3 of 5) :				(A) State	1.056	1.008
				(B) Multistate	1.046	1.007
(2) Credibility					0.960	0.000
(3) Credibility Weighted Factors					1.056	1.007

## Summary of Factors

	Bodily Injury	Property Damage
39 to Ultimate **	1.066	1.004
27 to Ultimate	1.337	1.011
15 to Ultimate	2.166	1.068

\*\* Multistate factors

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Private Passenger Types - Bodily Injury  
No Fault States  
Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2009	30,277,327	41,769,063	46,822,138	48,209,694	48,779,479
06/30/2010	31,125,478	42,191,348	47,680,881	50,397,131	51,960,804
06/30/2011	32,625,524	46,134,665	52,941,852	54,292,112	55,045,139
06/30/2012	33,563,372	46,312,373	52,694,302	55,286,305	56,724,550
06/30/2013	34,906,443	48,751,261	57,494,146	60,361,569	62,166,227
06/30/2014	30,790,798	45,205,004	53,817,889	57,820,001	58,557,469
06/30/2015	28,443,530	43,652,328	48,990,243	51,027,080	52,379,275
06/30/2016	33,626,630	46,824,356	54,006,271	56,078,913	56,805,119
06/30/2017	34,277,420	50,611,233	57,179,683	59,154,834	
06/30/2018	27,441,288	40,447,624	48,893,489		
06/30/2019	31,079,136	45,118,629			
06/30/2020	23,933,719				

## Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2009	1.380	1.121	1.030	1.012
06/30/2010	1.356	1.130	1.057	1.031
06/30/2011	1.414	1.148	1.026	1.014
06/30/2012	1.380	1.138	1.049	1.026
06/30/2013	1.397	1.179	1.050	1.030
06/30/2014	1.468	1.191	1.074	1.013
06/30/2015	1.535	1.122	1.042	1.026
06/30/2016	1.392	1.153	1.038	1.013
06/30/2017	1.477	1.130	1.035	
06/30/2018	1.474	1.209		
06/30/2019	1.452			
Average Factor: ( Best 3 of 5 )	1.468	1.158	1.043	1.022

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.022
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.066
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.234
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.812

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Private Passenger Types - Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

Accident Year Ending	\$100,000 Basic Limit				
	75 Months	87 Months	99 Months	111 Months	123 Months
06/30/2009	49,318,385	49,690,015	49,587,176	49,608,447	49,645,779
06/30/2010	51,894,364	51,886,659	52,001,978	52,043,882	52,055,291
06/30/2011	55,615,353	55,417,555	55,263,352	55,205,098	55,207,328
06/30/2012	57,016,127	57,047,672	57,050,830	56,886,593	
06/30/2013	62,271,746	62,250,545	62,191,905		
06/30/2014	58,684,090	58,568,743			
06/30/2015	52,495,830				

Ratios

Accident Year Ending	75:63	87:75	99:87	111:99	123:111
06/30/2009	1.011	1.008	0.998	1.000	1.001
06/30/2010	0.999	1.000	1.002	1.001	1.000
06/30/2011	1.010	0.996	0.997	0.999	1.000
06/30/2012	1.005	1.001	1.000	0.997	
06/30/2013	1.002	1.000	0.999		
06/30/2014	1.002	0.998			
06/30/2015	1.002				
Average Factor: ( Best 3 of 5 )	1.003	0.999	0.999	0.999	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)	=	0.999
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.998
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.997

INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	\$100,000 Basic Limit				
	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2009	84,547,989	86,961,893	87,200,582	87,341,218	87,273,523
06/30/2010	80,338,147	82,771,907	83,213,983	83,343,879	83,295,170
06/30/2011	85,106,001	88,096,489	88,906,986	88,925,241	89,223,332
06/30/2012	88,781,471	91,358,103	91,960,894	92,472,184	92,654,154
06/30/2013	87,708,831	91,120,866	91,492,818	91,686,710	91,726,630
06/30/2014	88,730,606	92,230,780	92,997,502	93,130,807	93,307,434
06/30/2015	85,233,023	88,344,140	88,828,770	88,897,224	88,877,373
06/30/2016	88,370,637	92,505,300	92,887,564	93,067,675	93,165,003
06/30/2017	86,730,050	90,487,014	91,081,818	91,227,650	
06/30/2018	86,937,387	91,179,351	91,879,174		
06/30/2019	87,487,968	91,749,088			
06/30/2020	67,057,876				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2009	1.029	1.003	1.002	0.999
06/30/2010	1.030	1.005	1.002	0.999
06/30/2011	1.035	1.009	1.000	1.003
06/30/2012	1.029	1.007	1.006	1.002
06/30/2013	1.039	1.004	1.002	1.000
06/30/2014	1.039	1.008	1.001	1.002
06/30/2015	1.037	1.005	1.001	1.000
06/30/2016	1.047	1.004	1.002	1.001
06/30/2017	1.043	1.007	1.002	
06/30/2018	1.049	1.008		
06/30/2019	1.049			
Average Factor: ( Best 3 of 5 )	1.046	1.007	1.002	1.001

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.002
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) =	1.011
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 Ending	\$100,000 Basic Limit			
	75 Months	87 Months	99 Months	111 Months
06/30/2009	87,284,290	87,249,032	87,248,826	87,261,157
06/30/2010	83,381,609	83,397,958	83,390,385	83,390,639
06/30/2011	89,281,429	89,284,205	89,212,838	89,211,061
06/30/2012	92,828,377	92,850,199	92,810,264	92,803,629
06/30/2013	91,744,721	91,758,406	91,763,252	
06/30/2014	93,257,255	93,332,560		
06/30/2015	88,965,995			

Ratios

Accident Year Ending	75:63	87:75	99:87	111:99
06/30/2009	1.000	1.000	1.000	1.000
06/30/2010	1.001	1.000	1.000	1.000
06/30/2011	1.001	1.000	0.999	1.000
06/30/2012	1.002	1.000	1.000	1.000
06/30/2013	1.000	1.000	1.000	
06/30/2014	0.999	1.001		
06/30/2015	1.001			
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.

NEW JERSEY  
 No-Fault Insurance - Private Passenger Types (A)  
 Loss Development

Accident Year	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2011	1,498,209	1,802,479	1,833,548	1,860,299	1,842,073
06/30/2012	2,154,134	2,096,350	2,216,088	2,217,772	2,193,326
06/30/2013	2,086,457	2,306,724	2,399,438	2,388,726	2,331,970
06/30/2014	2,443,269	2,618,852	2,727,897	2,647,737	2,576,796
06/30/2015	1,913,627	1,730,884	1,758,837	1,816,750	1,794,857
06/30/2016	1,617,450	1,885,023	2,325,459	2,408,562	2,211,260
06/30/2017	1,236,151	1,475,371	1,540,350	1,562,038	
06/30/2018	1,391,313	1,330,751	1,614,679		
06/30/2019	1,496,886	1,671,795			
06/30/2020	1,126,147				

Ratios

Accident Year	27:15	39:27	51:39	63:51
06/30/2011	1.203	1.017	1.015	0.990
06/30/2012	0.973	1.057	1.001	0.989
06/30/2013	1.106	1.040	0.996	0.976
06/30/2014	1.072	1.042	0.971	0.973
06/30/2015	0.905	1.016	1.033	0.988
06/30/2016	1.165	1.234	1.036	0.918
06/30/2017	1.194	1.044	1.014	
06/30/2018	0.956	1.213		
06/30/2019	1.117			

Average Factor:

(Best 3 of 5)	1.079	1.100	1.014	0.979
(Latest 3)	1.089	1.164	1.028	0.960
(Latest 5)	1.067	1.110	1.010	0.969

Selected Factor:

1.079	1.100	1.014	0.979
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Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	0.979
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.993
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.092
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.178

(A) Includes Basic Benefits Losses.

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
06/30/2009	152,155,127	154,400,872	154,281,105	154,432,767	154,532,361
06/30/2010	157,459,964	161,598,922	162,019,441	162,065,255	161,949,147
06/30/2011	174,035,412	179,484,708	179,536,772	179,556,677	179,653,581
06/30/2012	182,578,612	187,711,343	187,593,781	187,707,265	187,789,031
06/30/2013	205,111,711	209,816,330	210,047,422	210,361,566	210,537,885
06/30/2014	177,551,326	183,141,051	183,838,233	183,807,780	183,892,134
06/30/2015	172,277,733	176,930,665	176,872,007	177,110,205	177,044,465
06/30/2016	190,088,026	195,249,929	195,708,583	195,916,889	195,841,050
06/30/2017	231,235,602	238,278,702	238,774,645	238,874,781	
06/30/2018	226,983,116	234,737,129	234,625,409		
06/30/2019	234,319,416	241,213,908			
06/30/2020	242,288,683				

## Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2009	1.015	0.999	1.001	1.001
06/30/2010	1.026	1.003	1.000	0.999
06/30/2011	1.031	1.000	1.000	1.001
06/30/2012	1.028	0.999	1.001	1.000
06/30/2013	1.023	1.001	1.001	1.001
06/30/2014	1.031	1.004	1.000	1.000
06/30/2015	1.027	1.000	1.001	1.000
06/30/2016	1.027	1.002	1.001	1.000
06/30/2017	1.030	1.002	1.000	
06/30/2018	1.034	1.000		
06/30/2019	1.029			
Average Factor: ( Best 3 of 5 )	1.029	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) =	1.031

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - 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>
06/30/2009	154,734,229	154,701,069	154,789,538	154,802,786	154,784,641
06/30/2010	162,097,906	162,071,030	162,072,141	162,073,259	162,061,880
06/30/2011	179,715,499	179,715,973	179,707,279	179,704,462	179,690,553
06/30/2012	187,615,024	187,636,637	187,632,290	187,629,896	
06/30/2013	210,601,256	210,602,085	210,615,085		
06/30/2014	183,877,325	183,870,632			
06/30/2015	177,034,613				

## 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>
06/30/2009	1.001	1.000	1.001	1.000	1.000
06/30/2010	1.001	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	0.999	1.000	1.000	1.000	
06/30/2013	1.000	1.000	1.000		
06/30/2014	1.000	1.000			
06/30/2015	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>
06/30/2009	379,811,234	373,262,395	371,927,678	371,434,484	371,349,721
06/30/2010	351,998,941	346,799,490	345,923,201	345,688,894	345,541,506
06/30/2011	391,593,891	386,833,803	385,058,030	384,527,999	384,483,308
06/30/2012	402,923,458	396,460,782	394,909,404	394,438,116	394,557,028
06/30/2013	410,100,306	401,609,758	399,527,603	398,848,313	399,255,602
06/30/2014	448,959,177	439,603,485	437,884,257	437,643,559	437,465,129
06/30/2015	476,260,112	463,312,251	460,812,620	460,248,680	460,251,119
06/30/2016	502,209,621	490,591,538	487,404,443	486,317,416	486,213,965
06/30/2017	539,075,874	524,169,671	519,781,159	519,207,634	
06/30/2018	577,605,164	560,531,956	556,673,160		
06/30/2019	617,379,295	599,401,772			
06/30/2020	557,156,237				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2009	0.983	0.996	0.999	1.000
06/30/2010	0.985	0.997	0.999	1.000
06/30/2011	0.988	0.995	0.999	1.000
06/30/2012	0.984	0.996	0.999	1.000
06/30/2013	0.979	0.995	0.998	1.001
06/30/2014	0.979	0.996	0.999	1.000
06/30/2015	0.973	0.995	0.999	1.000
06/30/2016	0.977	0.994	0.998	1.000
06/30/2017	0.972	0.992	0.999	
06/30/2018	0.970	0.993		
06/30/2019	0.971			
Average Factor: ( Best 3 of 5 )	0.972	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) =	0.965

## 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>
06/30/2009	371,288,087	371,170,880	371,157,452	371,139,662	371,133,665
06/30/2010	345,557,395	345,541,751	345,538,358	345,557,403	345,529,656
06/30/2011	384,472,059	384,355,325	384,301,402	384,280,342	384,342,251
06/30/2012	394,490,786	394,509,941	394,488,172	394,480,121	
06/30/2013	399,116,907	399,072,624	399,075,320		
06/30/2014	437,154,946	437,168,110			
06/30/2015	460,249,342				

## 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>
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	
06/30/2013	1.000	1.000	1.000		
06/30/2014	0.999	1.000			
06/30/2015	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>
06/30/2009	50,488,308	50,711,666	50,682,627	50,626,623	50,596,670
06/30/2010	52,493,549	53,403,354	53,352,636	53,361,795	53,362,902
06/30/2011	63,819,961	65,477,190	65,469,013	65,467,970	65,439,133
06/30/2012	66,260,900	66,904,785	67,021,714	67,010,657	67,015,826
06/30/2013	74,118,402	74,686,543	74,740,385	74,811,784	74,821,642
06/30/2014	57,922,560	59,631,392	59,800,460	59,819,667	59,826,407
06/30/2015	51,197,389	52,079,206	52,126,585	52,127,230	52,133,227
06/30/2016	55,177,934	56,125,151	56,079,750	56,043,982	56,015,375
06/30/2017	62,058,032	63,874,014	63,862,386	63,878,682	
06/30/2018	65,724,404	66,715,038	66,381,562		
06/30/2019	62,846,808	64,130,196			
06/30/2020	59,997,124				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
06/30/2009	1.004	0.999	0.999	0.999
06/30/2010	1.017	0.999	1.000	1.000
06/30/2011	1.026	1.000	1.000	1.000
06/30/2012	1.010	1.002	1.000	1.000
06/30/2013	1.008	1.001	1.001	1.000
06/30/2014	1.030	1.003	1.000	1.000
06/30/2015	1.017	1.001	1.000	1.000
06/30/2016	1.017	0.999	0.999	0.999
06/30/2017	1.029	1.000	1.000	
06/30/2018	1.015	0.995		
06/30/2019	1.020			
Average Factor: ( Best 3 of 5 )	1.018	1.000	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) =	1.000
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.018

## 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>
06/30/2009	50,606,672	50,603,151	50,603,518	50,602,658	50,599,809
06/30/2010	53,345,379	53,345,674	53,381,093	53,385,505	53,379,361
06/30/2011	65,443,418	65,434,754	65,439,563	65,435,288	65,443,399
06/30/2012	67,034,766	67,029,983	67,002,524	67,002,525	
06/30/2013	74,824,839	74,820,188	74,822,465		
06/30/2014	59,825,873	59,824,988			
06/30/2015	52,131,273				

## 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>
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.001	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	
06/30/2013	1.000	1.000	1.000		
06/30/2014	1.000	1.000			
06/30/2015	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 Ending	15 Months	27 Months	39 Months	51 Months	63 Months
06/30/2009	147,936,497	143,079,657	142,577,458	142,275,982	142,228,302
06/30/2010	137,863,140	133,365,589	133,070,663	132,907,171	132,826,512
06/30/2011	145,569,486	140,356,959	139,840,251	139,620,936	139,630,865
06/30/2012	155,017,957	150,226,100	149,532,652	149,484,383	149,407,062
06/30/2013	154,169,495	147,483,669	146,564,789	146,444,384	146,464,857
06/30/2014	160,207,921	152,989,789	152,252,153	152,098,968	152,101,474
06/30/2015	165,576,718	157,487,284	156,067,214	155,856,686	155,997,759
06/30/2016	170,569,067	162,395,512	160,850,235	160,592,844	160,421,176
06/30/2017	166,037,483	158,864,815	158,056,564	157,637,061	
06/30/2018	175,851,192	166,799,493	166,265,959		
06/30/2019	194,039,339	186,994,913			
06/30/2020	171,473,045				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
06/30/2009	0.967	0.996	0.998	1.000
06/30/2010	0.967	0.998	0.999	0.999
06/30/2011	0.964	0.996	0.998	1.000
06/30/2012	0.969	0.995	1.000	0.999
06/30/2013	0.957	0.994	0.999	1.000
06/30/2014	0.955	0.995	0.999	1.000
06/30/2015	0.951	0.991	0.999	1.001
06/30/2016	0.952	0.990	0.998	0.999
06/30/2017	0.957	0.995	0.997	
06/30/2018	0.949	0.997		
06/30/2019	0.964			
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 Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
06/30/2009	142,193,777	142,138,144	142,128,029	142,121,372	142,105,651
06/30/2010	132,798,778	132,789,469	132,779,096	132,761,795	132,752,600
06/30/2011	139,581,485	139,581,309	139,576,346	139,570,956	139,559,452
06/30/2012	149,377,511	149,335,603	149,317,472	149,289,784	
06/30/2013	146,438,407	146,415,115	146,344,429		
06/30/2014	152,050,743	152,034,248			
06/30/2015	156,071,083				

Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
06/30/2009	1.000	1.000	1.000	1.000	1.000
06/30/2010	1.000	1.000	1.000	1.000	1.000
06/30/2011	1.000	1.000	1.000	1.000	1.000
06/30/2012	1.000	1.000	1.000	1.000	
06/30/2013	1.000	1.000	1.000		
06/30/2014	1.000	1.000			
06/30/2015	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	4.43
	School and Church Buses	0.42
	Other Buses	3.48
	Van Pools	1.05
<b>(2)</b>	<b>Public Automobiles Physical Damage</b>	
	Taxis, Limos and Van Pools	
	Other Than Collision:	1.10
	Collision	1.55
	School, Church, and Other Buses	
	Other Than Collision:	0.50
	Collision	0.46
<b>(3)</b>	<b>Medical Payments Relativities</b>	<u><a href="#">EXHIBIT C17</a></u>
<b>(4)</b>	<b>PIP Relativities</b>	
	Class of Business	
	PPT principally operated by employees	0.850
<b>(5)</b>	<b>Specified Cause of Loss Relativity</b>	0.936
	This factor is used for Trucks, Tractors and Trailers and Private Passenger Types.	
<b>(6)</b>	The loss cost for hired autos is set forth in Section E. It applies in all territories and is calculated as 0.15% of the statewide \$100,000 Combined Single Limit average loss cost for all Trucks, Tractors, & Trailers.	

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	Trucks, Tractors and Trailers				Private Passenger Types				Other Buses			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0022	0.0034	0.0051	0.0087	0.0063	0.0109	0.0180	0.0318	0.0038	0.0061	0.0097	0.0165
102	0.0020	0.0032	0.0048	0.0082	0.0063	0.0109	0.0180	0.0318	0.0045	0.0073	0.0115	0.0197
103	0.0030	0.0047	0.0071	0.0121	0.0063	0.0109	0.0180	0.0318	0.0046	0.0075	0.0119	0.0203
104	0.0031	0.0049	0.0074	0.0125	0.0063	0.0109	0.0180	0.0318	0.0044	0.0073	0.0114	0.0195
105	0.0024	0.0038	0.0058	0.0098	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
106	0.0025	0.0039	0.0059	0.0101	0.0063	0.0109	0.0180	0.0318	0.0063	0.0103	0.0161	0.0275
107	0.0018	0.0029	0.0043	0.0074	0.0063	0.0109	0.0180	0.0318	0.0048	0.0078	0.0123	0.0210
108	0.0028	0.0044	0.0067	0.0113	0.0063	0.0109	0.0180	0.0318	0.0051	0.0084	0.0132	0.0225
110	0.0038	0.0059	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0057	0.0093	0.0146	0.0250
111	0.0024	0.0038	0.0057	0.0097	0.0063	0.0109	0.0180	0.0318	0.0045	0.0074	0.0117	0.0200
112	0.0030	0.0047	0.0071	0.0120	0.0063	0.0109	0.0180	0.0318	0.0050	0.0082	0.0128	0.0219
113	0.0037	0.0058	0.0089	0.0150	0.0063	0.0109	0.0180	0.0318	0.0057	0.0094	0.0147	0.0251
114	0.0039	0.0061	0.0094	0.0159	0.0063	0.0109	0.0180	0.0318	0.0065	0.0106	0.0167	0.0285
115	0.0037	0.0058	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0066	0.0108	0.0170	0.0291
116	0.0045	0.0070	0.0106	0.0180	0.0063	0.0109	0.0180	0.0318	0.0063	0.0103	0.0162	0.0277
117	0.0038	0.0059	0.0090	0.0153	0.0063	0.0109	0.0180	0.0318	0.0066	0.0108	0.0169	0.0289
119	0.0024	0.0037	0.0056	0.0095	0.0063	0.0109	0.0180	0.0318	0.0054	0.0089	0.0139	0.0238
122	0.0020	0.0032	0.0048	0.0082	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
123	0.0020	0.0030	0.0046	0.0079	0.0063	0.0109	0.0180	0.0318	0.0054	0.0088	0.0139	0.0237
124	0.0029	0.0045	0.0068	0.0116	0.0063	0.0109	0.0180	0.0318	0.0050	0.0082	0.0129	0.0220
125	0.0038	0.0059	0.0089	0.0151	0.0063	0.0109	0.0180	0.0318	0.0066	0.0107	0.0169	0.0288
126	0.0053	0.0082	0.0125	0.0212	0.0063	0.0109	0.0180	0.0318	0.0076	0.0124	0.0195	0.0333
127	0.0045	0.0071	0.0108	0.0183	0.0063	0.0109	0.0180	0.0318	0.0070	0.0114	0.0179	0.0306
131	0.0044	0.0069	0.0105	0.0178	0.0063	0.0109	0.0180	0.0318	0.0060	0.0099	0.0155	0.0266
138	0.0034	0.0054	0.0082	0.0139	0.0063	0.0109	0.0180	0.0318	0.0044	0.0072	0.0114	0.0194
139	0.0036	0.0056	0.0085	0.0144	0.0063	0.0109	0.0180	0.0318	0.0055	0.0090	0.0141	0.0242
140	0.0029	0.0045	0.0069	0.0117	0.0063	0.0109	0.0180	0.0318	0.0038	0.0062	0.0097	0.0165

INSURANCE SERVICES OFFICE, INC.

(3) Medical Payments Relativities

Territory	Class of Business											
	School and Church Buses				Taxis and Limos				Van Pools			
	500	1000	2000	5000	500	1000	2000	5000	500	1000	2000	5000
101	0.0053	0.0088	0.0139	0.0222	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
102	0.0063	0.0104	0.0164	0.0262	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
103	0.0065	0.0108	0.0170	0.0272	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
104	0.0064	0.0106	0.0167	0.0267	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
105	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
106	0.0090	0.0150	0.0236	0.0377	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
107	0.0067	0.0112	0.0175	0.0280	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
108	0.0071	0.0118	0.0186	0.0297	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
110	0.0081	0.0134	0.0211	0.0337	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
111	0.0065	0.0108	0.0169	0.0270	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
112	0.0071	0.0118	0.0186	0.0297	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
113	0.0082	0.0135	0.0213	0.0340	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
114	0.0094	0.0155	0.0244	0.0390	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
115	0.0094	0.0157	0.0246	0.0394	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
116	0.0091	0.0152	0.0238	0.0380	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
117	0.0094	0.0156	0.0245	0.0391	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
119	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
122	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
123	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
124	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
125	0.0094	0.0155	0.0244	0.0390	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
126	0.0108	0.0179	0.0281	0.0449	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
127	0.0098	0.0163	0.0256	0.0408	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
131	0.0086	0.0143	0.0225	0.0359	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
138	0.0081	0.0135	0.0212	0.0339	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
139	0.0078	0.0129	0.0203	0.0325	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321
140	0.0074	0.0123	0.0193	0.0309	0.0078	0.0138	0.0228	0.0416	0.0078	0.0120	0.0185	0.0321

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	331,999,447	406,044,081	445,406,022	464,290,908	469,406,545
12/31/2009	299,681,623	364,091,431	405,136,114	425,337,213	429,700,670
12/31/2010	317,439,885	383,948,533	422,271,684	445,632,885	453,800,775
12/31/2011	343,221,467	414,121,750	465,615,205	484,552,606	494,200,402
12/31/2012	352,332,381	426,837,132	469,438,968	495,694,824	507,577,724
12/31/2013	352,502,434	433,071,401	484,774,613	518,462,896	531,311,844
12/31/2014	367,812,519	448,547,677	514,765,262	547,865,030	557,750,148
12/31/2015	389,617,326	497,252,725	562,571,116	592,790,111	603,650,670
12/31/2016	451,474,858	573,587,123	644,383,496	677,697,126	
12/31/2017	493,806,561	612,658,251	684,796,476		
12/31/2018	498,724,520	625,553,298			
12/31/2019	505,400,378				

## Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.223	1.097	1.042	1.011
12/31/2009	1.215	1.113	1.050	1.010
12/31/2010	1.210	1.100	1.055	1.018
12/31/2011	1.207	1.124	1.041	1.020
12/31/2012	1.211	1.100	1.056	1.024
12/31/2013	1.229	1.119	1.069	1.025
12/31/2014	1.220	1.148	1.064	1.018
12/31/2015	1.276	1.131	1.054	1.018
12/31/2016	1.270	1.123	1.052	
12/31/2017	1.241	1.118		
12/31/2018	1.254			
Average Factor: ( Best 3 of 5 )	1.255	1.124	1.058	1.021

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.006
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.027
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.087
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.221
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.533

## 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>	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	472,658,143	473,051,462	473,473,472	473,492,026	473,695,434
12/31/2009	431,939,789	431,850,806	431,636,429	431,702,556	431,642,926
12/31/2010	455,379,267	455,746,727	456,487,271	456,932,173	456,906,465
12/31/2011	501,130,581	501,716,702	501,567,069	501,388,540	
12/31/2012	509,234,465	510,011,563	510,839,274		
12/31/2013	534,936,231	535,293,941			
12/31/2014	559,300,545				

## 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>
12/31/2008	1.007	1.001	1.001	1.000	1.000
12/31/2009	1.005	1.000	1.000	1.000	1.000
12/31/2010	1.003	1.001	1.002	1.001	1.000
12/31/2011	1.014	1.001	1.000	1.000	
12/31/2012	1.003	1.002	1.002		
12/31/2013	1.007	1.001			
12/31/2014	1.003				
Average Factor: ( Best 3 of 5 )	1.004	1.001	1.001	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)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.002

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
No Fault States  
Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	107,354,052	136,649,865	152,243,254	158,970,768	161,443,415
12/31/2009	101,875,677	129,193,778	145,934,993	152,206,911	153,646,102
12/31/2010	111,928,994	144,595,316	163,445,769	169,466,401	172,004,691
12/31/2011	124,000,946	159,172,011	176,855,485	185,313,021	185,994,016
12/31/2012	116,596,164	152,809,181	172,696,184	179,882,973	180,675,042
12/31/2013	116,609,941	152,405,396	173,139,095	187,438,736	190,421,351
12/31/2014	123,919,475	168,664,986	195,142,032	207,038,518	210,892,635
12/31/2015	127,678,419	180,783,729	207,824,112	220,268,608	221,993,111
12/31/2016	140,697,870	192,352,990	221,314,193	230,831,562	
12/31/2017	153,599,180	214,139,720	241,157,595		
12/31/2018	166,600,062	227,586,824			
12/31/2019	166,180,325				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2008	1.273	1.114	1.044	1.016
12/31/2009	1.268	1.130	1.043	1.009
12/31/2010	1.292	1.130	1.037	1.015
12/31/2011	1.284	1.111	1.048	1.004
12/31/2012	1.311	1.130	1.042	1.004
12/31/2013	1.307	1.136	1.083	1.016
12/31/2014	1.361	1.157	1.061	1.019
12/31/2015	1.416	1.150	1.060	1.008
12/31/2016	1.367	1.151	1.043	
12/31/2017	1.394	1.126		
12/31/2018	1.366			
Average Factor: ( Best 3 of 5 )	1.376	1.146	1.055	1.009

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.007
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.016
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.072
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.228
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.690

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
Trucks, Tractors and Trailers - Bodily Injury  
No Fault States  
Incurred Losses and Expenses

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>
12/31/2008	163,109,530	163,293,182	163,321,378	163,560,684	163,515,240
12/31/2009	154,814,099	154,938,446	154,943,904	154,838,767	154,839,722
12/31/2010	171,397,747	172,078,086	172,187,951	172,122,011	172,160,095
12/31/2011	188,709,660	188,911,372	189,691,229	189,673,173	
12/31/2012	181,068,239	181,577,936	181,855,628		
12/31/2013	190,978,811	191,756,281			
12/31/2014	211,836,740				

## 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>
12/31/2008	1.010	1.001	1.000	1.001	1.000
12/31/2009	1.008	1.001	1.000	0.999	1.000
12/31/2010	0.996	1.004	1.001	1.000	1.000
12/31/2011	1.015	1.001	1.004	1.000	
12/31/2012	1.002	1.003	1.002		
12/31/2013	1.003	1.004			
12/31/2014	1.004				
Average Factor: ( Best 3 of 5 )	1.003	1.003	1.001	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)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.004

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	415,335,616	425,740,204	427,873,952	428,304,946	428,644,132
12/31/2009	360,662,622	367,936,780	369,234,480	369,935,178	369,637,384
12/31/2010	383,121,625	394,877,122	397,046,974	397,614,411	396,903,589
12/31/2011	418,432,238	431,027,343	434,070,032	435,832,609	436,382,368
12/31/2012	417,809,264	432,184,972	436,322,398	437,086,676	437,861,932
12/31/2013	436,449,371	453,731,745	459,025,371	460,354,924	460,305,063
12/31/2014	457,300,547	478,282,691	482,394,156	483,629,737	484,079,018
12/31/2015	486,178,994	507,706,524	511,861,053	512,575,145	513,842,150
12/31/2016	514,873,275	538,024,503	543,502,850	545,070,501	
12/31/2017	528,534,480	555,508,246	560,312,708		
12/31/2018	568,842,189	600,176,177			
12/31/2019	577,870,351				

## Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.025	1.005	1.001	1.001
12/31/2009	1.020	1.004	1.002	0.999
12/31/2010	1.031	1.005	1.001	0.998
12/31/2011	1.030	1.007	1.004	1.001
12/31/2012	1.034	1.010	1.002	1.002
12/31/2013	1.040	1.012	1.003	1.000
12/31/2014	1.046	1.009	1.003	1.001
12/31/2015	1.044	1.008	1.001	1.002
12/31/2016	1.045	1.010	1.003	
12/31/2017	1.051	1.009		
12/31/2018	1.055			
Average Factor: ( Best 3 of 5 )	1.047	1.009	1.003	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.006
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.015
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.063

## INSURANCE SERVICES OFFICE, INC.

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

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>
12/31/2008	428,763,175	428,829,267	428,899,898	428,818,170	428,932,829
12/31/2009	369,870,540	369,912,823	370,154,393	370,218,043	370,140,876
12/31/2010	398,137,342	398,165,693	398,103,449	398,154,645	398,212,894
12/31/2011	438,061,177	438,301,930	438,727,627	438,969,640	
12/31/2012	438,533,967	438,840,161	438,699,520		
12/31/2013	460,288,235	460,466,532			
12/31/2014	484,453,839				

## 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>
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	1.001	1.000	1.001	1.000	1.000
12/31/2010	1.003	1.000	1.000	1.000	1.000
12/31/2011	1.004	1.001	1.001	1.001	
12/31/2012	1.002	1.001	1.000		
12/31/2013	1.000	1.000			
12/31/2014	1.001				
Average Factor: ( Best 3 of 5 )	1.002	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  
 Buses (other than Social Services Buses)- Bodily Injury  
 Tort States  
 Incurred Losses and Expenses

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>
12/31/2008	11,873,390	14,995,642	17,351,220	18,060,728	18,296,396
12/31/2009	11,943,609	14,895,090	16,828,986	17,806,811	18,322,484
12/31/2010	13,947,246	17,389,656	20,059,462	21,331,107	21,643,070
12/31/2011	13,998,772	18,662,118	23,266,599	24,458,655	25,403,431
12/31/2012	13,180,991	18,569,401	22,609,997	24,087,911	24,869,081
12/31/2013	14,680,586	19,161,327	21,816,875	23,666,562	24,097,459
12/31/2014	14,846,562	18,216,206	20,533,102	22,687,134	23,819,126
12/31/2015	11,685,384	16,291,481	18,783,929	20,563,780	21,347,415
12/31/2016	13,593,862	18,087,841	20,170,626	22,188,497	
12/31/2017	14,877,677	19,684,032	21,958,556		
12/31/2018	16,093,799	20,735,764			
12/31/2019	14,713,331				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.263	1.157	1.041	1.013
12/31/2009	1.247	1.130	1.058	1.029
12/31/2010	1.247	1.154	1.063	1.015
12/31/2011	1.333	1.247	1.051	1.039
12/31/2012	1.409	1.218	1.065	1.032
12/31/2013	1.305	1.139	1.085	1.018
12/31/2014	1.227	1.127	1.105	1.050
12/31/2015	1.394	1.153	1.095	1.038
12/31/2016	1.331	1.115	1.100	
12/31/2017	1.323	1.116		
12/31/2018	1.288			
Average Factor: ( Best 3 of 5 )	1.314	1.127	1.093	1.036

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.010
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.046
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.144
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.289
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.694

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Buses (other than Social Services Buses)- Bodily Injury  
 Tort States  
 Incurred Losses and Expenses

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>
12/31/2008	18,474,577	18,521,673	18,624,674	18,631,090	18,631,090
12/31/2009	18,353,730	18,349,403	18,378,207	18,435,964	18,438,954
12/31/2010	21,771,688	21,856,020	21,874,783	21,940,551	21,935,090
12/31/2011	25,499,090	25,538,889	25,614,565	25,659,766	
12/31/2012	24,962,986	24,885,763	24,885,876		
12/31/2013	24,244,249	24,091,279			
12/31/2014	23,866,532				

## 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>
12/31/2008	1.010	1.003	1.006	1.000	1.000
12/31/2009	1.002	1.000	1.002	1.003	1.000
12/31/2010	1.006	1.004	1.001	1.003	1.000
12/31/2011	1.004	1.002	1.003	1.002	
12/31/2012	1.004	0.997	1.000		
12/31/2013	1.006	0.994			
12/31/2014	1.002				
Average Factor: ( Best 3 of 5 )	1.005	1.000	1.002	1.003	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)	=	1.003
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.005
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.005

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Buses (other than Social Services Buses)- Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

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>
12/31/2008	5,411,520	7,792,138	9,024,386	9,442,169	9,288,780
12/31/2009	5,788,363	8,099,669	9,350,922	9,982,007	10,007,455
12/31/2010	6,062,292	7,676,702	9,022,592	9,589,599	9,902,396
12/31/2011	5,119,636	7,084,438	8,328,099	8,633,923	9,000,816
12/31/2012	4,828,070	7,123,544	8,433,655	9,422,426	10,101,569
12/31/2013	5,838,494	7,841,035	9,074,242	9,499,181	9,867,852
12/31/2014	5,825,998	7,829,673	8,728,815	10,035,928	10,431,908
12/31/2015	6,089,898	8,102,049	9,570,578	10,084,567	10,428,546
12/31/2016	6,465,248	8,780,130	10,000,332	10,984,650	
12/31/2017	8,576,511	10,910,824	11,957,160		
12/31/2018	5,967,293	7,541,867			
12/31/2019	5,672,427				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.440	1.158	1.046	0.984
12/31/2009	1.399	1.154	1.067	1.003
12/31/2010	1.266	1.175	1.063	1.033
12/31/2011	1.384	1.176	1.037	1.042
12/31/2012	1.475	1.184	1.117	1.072
12/31/2013	1.343	1.157	1.047	1.039
12/31/2014	1.344	1.115	1.150	1.039
12/31/2015	1.330	1.181	1.054	1.034
12/31/2016	1.358	1.139	1.098	
12/31/2017	1.272	1.096		
12/31/2018	1.264			
Average Factor: ( Best 3 of 5 )	1.315	1.137	1.090	1.040

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.009
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.049
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.144
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.301
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.710

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Buses (other than Social Services Buses)- Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

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>
12/31/2008	9,263,574	9,306,735	9,317,615	9,296,631	9,299,334
12/31/2009	10,370,579	10,406,226	10,192,807	10,207,822	10,208,002
12/31/2010	9,738,541	9,718,888	9,699,816	9,708,159	9,708,643
12/31/2011	9,091,835	9,115,512	9,225,875	9,156,210	
12/31/2012	10,204,344	10,210,225	10,215,900		
12/31/2013	9,885,972	9,985,810			
12/31/2014	10,522,233				

## 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>
12/31/2008	0.997	1.005	1.001	0.998	1.000
12/31/2009	1.036	1.003	0.979	1.001	1.000
12/31/2010	0.983	0.998	0.998	1.001	1.000
12/31/2011	1.010	1.003	1.012	0.992	
12/31/2012	1.010	1.001	1.001		
12/31/2013	1.002	1.010			
12/31/2014	1.009				
Average Factor: ( Best 3 of 5 )	1.007	1.002	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)	=	1.002

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Bodily Injury  
 Tort States  
 Incurred Losses and Expenses

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	7,022,679	9,077,603	9,934,493	10,134,403	9,956,689
12/31/2009	7,779,743	10,099,033	11,097,629	11,240,763	11,328,040
12/31/2010	7,445,815	9,551,391	10,645,025	10,978,237	10,993,918
12/31/2011	9,504,102	10,658,747	12,068,912	13,113,631	13,151,868
12/31/2012	9,007,351	11,302,441	12,300,983	12,268,054	12,422,776
12/31/2013	8,839,351	11,576,404	13,053,252	13,211,342	13,305,318
12/31/2014	10,242,965	12,782,096	14,175,795	14,697,787	14,705,291
12/31/2015	10,791,700	15,309,738	16,851,661	17,633,108	17,944,171
12/31/2016	14,545,464	18,174,119	21,977,151	24,402,774	
12/31/2017	15,994,132	20,861,389	23,886,088		
12/31/2018	16,819,517	22,226,788			
12/31/2019	18,517,053				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.293	1.094	1.020	0.982
12/31/2009	1.298	1.099	1.013	1.008
12/31/2010	1.283	1.114	1.031	1.001
12/31/2011	1.121	1.132	1.087	1.003
12/31/2012	1.255	1.088	0.997	1.013
12/31/2013	1.310	1.128	1.012	1.007
12/31/2014	1.248	1.109	1.037	1.001
12/31/2015	1.419	1.101	1.046	1.018
12/31/2016	1.249	1.209	1.110	
12/31/2017	1.304	1.145		
12/31/2018	1.321			
Average Factor: ( Best 3 of 5 )	1.291	1.127	1.032	1.008

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.009
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.041
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.174
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.515

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Bodily Injury  
 Tort States  
 Incurred Losses and Expenses

Accident Year Ending	<u>75 Months</u>	<u>87 Months</u>	<u>99 Months</u>	<u>111 Months</u>	<u>123 Months</u>
12/31/2008	10,162,858	10,148,897	10,143,660	10,143,660	10,143,660
12/31/2009	11,522,568	11,509,203	11,557,015	11,557,015	11,545,910
12/31/2010	11,041,400	11,017,516	10,948,246	10,923,246	10,923,246
12/31/2011	13,117,648	13,032,408	13,057,613	13,124,906	
12/31/2012	12,562,283	12,519,207	12,502,369		
12/31/2013	13,372,150	13,427,076			
12/31/2014	14,718,143				

## Ratios

Accident Year Ending	<u>75:63</u>	<u>87:75</u>	<u>99:87</u>	<u>111:99</u>	<u>123:111</u>
12/31/2008	1.021	0.999	0.999	1.000	1.000
12/31/2009	1.017	0.999	1.004	1.000	0.999
12/31/2010	1.004	0.998	0.994	0.998	1.000
12/31/2011	0.997	0.994	1.002	1.005	
12/31/2012	1.011	0.997	0.999		
12/31/2013	1.005	1.004			
12/31/2014	1.001				
Average Factor: ( Best 3 of 5 )	1.003	0.998	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)	=	0.998

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

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>
12/31/2008	3,465,515	4,894,353	5,587,359	6,138,307	6,264,734
12/31/2009	3,040,325	4,842,137	5,321,743	5,381,287	5,257,734
12/31/2010	3,166,894	4,717,182	4,996,433	4,961,896	4,824,060
12/31/2011	3,279,917	4,447,436	5,264,909	5,334,605	5,360,160
12/31/2012	2,727,626	3,926,304	5,334,799	5,654,411	5,429,226
12/31/2013	3,937,649	5,352,155	6,410,364	6,483,401	6,734,820
12/31/2014	2,401,000	3,748,626	4,036,540	4,497,226	4,433,318
12/31/2015	3,634,365	4,803,465	5,940,132	6,282,450	6,379,059
12/31/2016	3,755,374	5,669,105	7,426,521	8,259,244	
12/31/2017	4,611,545	7,196,817	8,445,129		
12/31/2018	4,413,885	6,581,743			
12/31/2019	5,276,294				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.412	1.142	1.099	1.021
12/31/2009	1.593	1.099	1.011	0.977
12/31/2010	1.490	1.059	0.993	0.972
12/31/2011	1.356	1.184	1.013	1.005
12/31/2012	1.439	1.359	1.060	0.960
12/31/2013	1.359	1.198	1.011	1.039
12/31/2014	1.561	1.077	1.114	0.986
12/31/2015	1.322	1.237	1.058	1.015
12/31/2016	1.510	1.310	1.112	
12/31/2017	1.561	1.173		
12/31/2018	1.491			
Average Factor: ( Best 3 of 5 )	1.521	1.203	1.077	1.002

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.011
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.013
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.091
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.313
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.996

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

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>
12/31/2008	6,316,621	6,392,913	6,405,221	6,259,713	6,262,029
12/31/2009	5,193,207	5,196,909	5,215,011	5,215,011	5,216,034
12/31/2010	4,825,184	4,824,953	4,856,458	4,875,332	4,875,332
12/31/2011	5,249,704	5,289,822	5,413,221	5,682,465	
12/31/2012	5,444,972	5,455,068	5,447,981		
12/31/2013	6,757,417	6,795,027			
12/31/2014	4,868,576				

## 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>
12/31/2008	1.008	1.012	1.002	0.977	1.000
12/31/2009	0.988	1.001	1.003	1.000	1.000
12/31/2010	1.000	1.000	1.007	1.004	1.000
12/31/2011	0.979	1.008	1.023	1.050	
12/31/2012	1.003	1.002	0.999		
12/31/2013	1.003	1.006			
12/31/2014	1.098				
Average Factor: ( Best 3 of 5 )	1.002	1.003	1.004	1.002	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)	=	1.002
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.006
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.009

INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Buses (other than Social Services Buses)- Property Damage  
 Multistate  
 Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	14,684,939	14,917,043	14,879,781	14,975,434	14,956,452
12/31/2009	14,035,141	14,122,550	14,287,962	14,382,967	14,384,681
12/31/2010	14,164,076	14,237,361	14,312,099	14,473,827	14,436,784
12/31/2011	15,593,488	15,599,536	16,303,391	16,650,993	16,358,584
12/31/2012	13,584,716	14,365,252	14,583,968	14,451,939	14,498,233
12/31/2013	14,727,881	14,954,341	15,128,429	15,256,829	15,289,254
12/31/2014	15,170,223	15,783,671	16,046,219	16,200,445	16,274,461
12/31/2015	15,007,232	15,643,589	15,701,052	15,763,199	15,774,081
12/31/2016	16,134,666	16,604,631	16,674,414	16,698,346	
12/31/2017	17,570,522	18,450,927	18,679,288		
12/31/2018	18,920,418	19,545,903			
12/31/2019	18,436,447				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2008	1.016	0.998	1.006	0.999
12/31/2009	1.006	1.012	1.007	1.000
12/31/2010	1.005	1.005	1.011	0.997
12/31/2011	1.000	1.045	1.021	0.982
12/31/2012	1.057	1.015	0.991	1.003
12/31/2013	1.015	1.012	1.008	1.002
12/31/2014	1.040	1.017	1.010	1.005
12/31/2015	1.042	1.004	1.004	1.001
12/31/2016	1.029	1.004	1.001	
12/31/2017	1.050	1.012		
12/31/2018	1.033			
Average Factor: ( Best 3 of 5 )	1.038	1.009	1.004	1.002

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.007
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.016
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.055

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Buses (other than Social Services Buses)- Property Damage  
 Multistate  
 Incurred Losses and Expenses

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>
12/31/2008	14,939,649	14,901,894	14,902,133	14,904,934	14,904,934
12/31/2009	14,172,089	14,175,533	14,217,985	14,177,985	14,177,985
12/31/2010	14,419,469	14,421,437	14,421,437	14,421,673	14,422,529
12/31/2011	16,369,864	16,368,761	16,394,105	16,383,451	
12/31/2012	14,488,332	14,491,566	14,491,566		
12/31/2013	15,292,167	15,295,626			
12/31/2014	16,379,059				

## 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>
12/31/2008	0.999	0.997	1.000	1.000	1.000
12/31/2009	0.985	1.000	1.003	0.997	1.000
12/31/2010	0.999	1.000	1.000	1.000	1.000
12/31/2011	1.001	1.000	1.002	0.999	
12/31/2012	0.999	1.000	1.000		
12/31/2013	1.000	1.000			
12/31/2014	1.006				
Average Factor: ( Best 3 of 5 )	1.000	1.000	1.001	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)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.001

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Property Damage  
 Multistate  
 Incurred Losses and Expenses

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>
12/31/2008	8,625,781	8,701,419	8,583,455	8,606,935	8,594,342
12/31/2009	7,703,590	7,983,351	7,986,727	7,984,473	7,980,549
12/31/2010	7,902,615	8,122,620	8,144,416	8,144,360	8,140,021
12/31/2011	8,072,120	8,373,516	8,454,033	8,439,766	8,434,908
12/31/2012	7,983,330	8,100,513	8,175,721	8,218,111	8,319,382
12/31/2013	8,293,598	8,647,951	8,706,921	8,699,624	8,687,029
12/31/2014	9,550,092	9,713,227	9,718,645	9,735,074	9,747,751
12/31/2015	11,077,863	11,449,672	11,614,422	11,553,928	11,658,567
12/31/2016	12,695,289	13,605,267	13,580,370	13,601,115	
12/31/2017	14,240,117	15,259,620	15,417,061		
12/31/2018	15,637,708	16,744,171			
12/31/2019	16,446,774				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.009	0.986	1.003	0.999
12/31/2009	1.036	1.000	1.000	1.000
12/31/2010	1.028	1.003	1.000	0.999
12/31/2011	1.037	1.010	0.998	0.999
12/31/2012	1.015	1.009	1.005	1.012
12/31/2013	1.043	1.007	0.999	0.999
12/31/2014	1.017	1.001	1.002	1.001
12/31/2015	1.034	1.014	0.995	1.009
12/31/2016	1.072	0.998	1.002	
12/31/2017	1.072	1.010		
12/31/2018	1.071			
Average Factor: ( Best 3 of 5 )	1.059	1.006	1.001	1.003

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
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) =	1.010
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.070

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Social Services Buses - Property Damage  
 Multistate  
 Incurred Losses and Expenses

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>
12/31/2008	8,594,089	8,544,152	8,544,152	8,544,152	8,544,152
12/31/2009	7,969,956	7,972,775	7,975,632	7,975,632	7,975,632
12/31/2010	8,161,205	8,173,926	8,196,286	8,190,931	8,190,931
12/31/2011	8,433,794	8,433,794	8,433,794	8,433,794	
12/31/2012	8,302,835	8,300,735	8,300,735		
12/31/2013	8,689,868	8,689,870			
12/31/2014	9,742,686				

## 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>
12/31/2008	1.000	0.994	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.000	1.000
12/31/2010	1.003	1.002	1.003	0.999	1.000
12/31/2011	1.000	1.000	1.000	1.000	
12/31/2012	0.998	1.000	1.000		
12/31/2013	1.000	1.000			
12/31/2014	0.999				
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.

Basic Limits Loss Development  
Publics - Bodily Injury  
Tort States  
Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	2,227,827	2,754,568	3,112,451	3,263,818	3,397,956
12/31/2009	4,116,574	6,038,832	7,161,139	7,758,062	7,968,667
12/31/2010	4,707,798	6,953,963	8,012,432	8,797,425	8,932,403
12/31/2011	6,396,311	8,779,143	10,882,046	11,594,541	11,816,872
12/31/2012	6,833,976	10,201,905	11,776,382	13,356,040	13,995,997
12/31/2013	5,459,179	7,904,498	8,701,306	9,697,538	9,942,226
12/31/2014	5,636,615	7,224,028	10,249,095	11,602,531	12,155,871
12/31/2015	4,883,180	7,802,789	10,529,749	12,837,555	14,337,078
12/31/2016	6,523,073	8,090,707	9,802,525	11,495,197	
12/31/2017	5,597,805	7,667,845	8,929,027		
12/31/2018	6,253,583	7,570,647			
12/31/2019	5,461,063				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2008	1.236	1.130	1.049	1.041
12/31/2009	1.467	1.186	1.083	1.027
12/31/2010	1.477	1.152	1.098	1.015
12/31/2011	1.373	1.240	1.065	1.019
12/31/2012	1.493	1.154	1.134	1.048
12/31/2013	1.448	1.101	1.114	1.025
12/31/2014	1.282	1.419	1.132	1.048
12/31/2015	1.598	1.349	1.219	1.117
12/31/2016	1.240	1.212	1.173	
12/31/2017	1.370	1.164		
12/31/2018	1.211			
Average Factor: ( Best 3 of 5 )	1.297	1.242	1.146	1.040

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.042
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.194
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.483
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.924

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Publics - Bodily Injury  
 Tort States  
 Incurred Losses and Expenses

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>
12/31/2008	3,412,112	3,452,992	3,459,672	3,439,809	3,431,824
12/31/2009	8,100,037	8,106,448	8,107,448	8,096,481	8,096,412
12/31/2010	8,990,289	8,958,046	9,063,725	9,108,713	9,109,202
12/31/2011	11,789,611	11,832,724	11,870,001	11,870,185	
12/31/2012	13,974,984	13,915,005	13,920,840		
12/31/2013	9,974,635	9,987,382			
12/31/2014	12,284,821				

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>
12/31/2008	1.004	1.012	1.002	0.994	0.998
12/31/2009	1.016	1.001	1.000	0.999	1.000
12/31/2010	1.006	0.996	1.012	1.005	1.000
12/31/2011	0.998	1.004	1.003	1.000	
12/31/2012	0.998	0.996	1.000		
12/31/2013	1.003	1.001			
12/31/2014	1.011				
Average Factor: ( Best 3 of 5 )	1.002	0.999	1.002	1.000	0.999

Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.999
99 to Ult:	(111:99) (123:111) (123:Ult)	=	0.999
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.000

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Publics - Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	1,503,481	2,692,597	2,625,842	2,925,536	3,139,004
12/31/2009	1,874,078	2,984,972	4,044,233	4,455,456	4,254,429
12/31/2010	2,415,572	4,739,999	5,316,837	5,417,878	5,329,388
12/31/2011	3,783,164	4,899,545	5,440,282	5,535,229	5,529,050
12/31/2012	3,260,269	4,175,189	4,720,226	4,937,773	5,149,875
12/31/2013	2,058,391	3,136,267	3,448,222	3,599,002	3,689,032
12/31/2014	1,649,686	2,609,753	2,961,245	3,357,553	3,411,379
12/31/2015	2,575,348	3,700,939	4,200,010	4,767,991	4,925,669
12/31/2016	2,200,088	3,872,283	5,055,787	5,439,476	
12/31/2017	2,686,528	3,095,791	3,803,013		
12/31/2018	1,280,005	1,952,252			
12/31/2019	867,548				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.791	0.975	1.114	1.073
12/31/2009	1.593	1.355	1.102	0.955
12/31/2010	1.962	1.122	1.019	0.984
12/31/2011	1.295	1.110	1.017	0.999
12/31/2012	1.281	1.131	1.046	1.043
12/31/2013	1.524	1.099	1.044	1.025
12/31/2014	1.582	1.135	1.134	1.016
12/31/2015	1.437	1.135	1.135	1.033
12/31/2016	1.760	1.306	1.076	
12/31/2017	1.152	1.228		
12/31/2018	1.525			
Average Factor: ( Best 3 of 5 )	1.515	1.166	1.085	1.025

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.014
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.039
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.128
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.315
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.992

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Publics - Bodily Injury  
 No Fault States  
 Incurred Losses and Expenses

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>
12/31/2008	3,214,912	3,133,011	3,126,511	3,126,511	3,126,511
12/31/2009	4,215,097	4,205,086	4,191,906	4,194,909	4,150,909
12/31/2010	5,378,534	5,323,487	5,337,159	5,378,262	5,378,262
12/31/2011	5,626,108	5,642,857	5,642,857	5,643,251	
12/31/2012	5,197,056	5,261,761	5,275,190		
12/31/2013	3,690,149	3,694,963			
12/31/2014	3,591,526				

## 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>
12/31/2008	1.024	0.975	0.998	1.000	1.000
12/31/2009	0.991	0.998	0.997	1.001	0.990
12/31/2010	1.009	0.990	1.003	1.008	1.000
12/31/2011	1.018	1.003	1.000	1.000	
12/31/2012	1.009	1.012	1.003		
12/31/2013	1.000	1.001			
12/31/2014	1.053				
Average Factor: ( Best 3 of 5 )	1.012	1.001	1.000	1.001	0.997

## Summary of Factors

123 to Ult:	(1.000)	=	1.000
111 to Ult:	(123:111) (123:Ult)	=	0.997
99 to Ult:	(111:99) (123:111) (123:Ult)	=	0.998
87 to Ult:	(99:87) (111:99) (123:111) (123:Ult)	=	0.998
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	0.999

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Publics - Property Damage  
 Multistate  
 Incurred Losses and Expenses

Accident Year Ending	15 Months	27 Months	39 Months	51 Months	63 Months
12/31/2008	2,614,758	2,581,737	2,505,160	2,516,731	2,452,829
12/31/2009	3,673,772	3,618,049	3,546,114	3,542,700	3,616,685
12/31/2010	4,241,676	4,402,027	4,382,275	4,379,555	4,380,685
12/31/2011	4,973,792	5,245,582	5,525,622	5,525,082	5,549,317
12/31/2012	5,799,315	5,810,621	5,826,393	5,931,308	6,050,197
12/31/2013	4,834,890	4,880,799	5,085,527	5,040,970	5,027,994
12/31/2014	4,945,386	5,408,412	5,479,960	5,469,071	5,466,367
12/31/2015	6,432,459	7,053,122	7,162,342	7,151,368	7,195,745
12/31/2016	5,900,321	7,046,483	7,262,378	7,282,415	
12/31/2017	5,536,343	6,078,973	6,137,779		
12/31/2018	4,771,853	5,300,478			
12/31/2019	3,615,095				

Ratios

Accident Year Ending	27:15	39:27	51:39	63:51
12/31/2008	0.987	0.970	1.005	0.975
12/31/2009	0.985	0.980	0.999	1.021
12/31/2010	1.038	0.996	0.999	1.000
12/31/2011	1.055	1.053	1.000	1.004
12/31/2012	1.002	1.003	1.018	1.020
12/31/2013	1.009	1.042	0.991	0.997
12/31/2014	1.094	1.013	0.998	1.000
12/31/2015	1.096	1.015	0.998	1.006
12/31/2016	1.194	1.031	1.003	
12/31/2017	1.098	1.010		
12/31/2018	1.111			
Average Factor: ( Best 3 of 5 )	1.102	1.020	1.000	1.003

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.001
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.004
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) =	1.024
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.129

## INSURANCE SERVICES OFFICE, INC.

Basic Limits Loss Development  
 Publics - Property Damage  
 Multistate  
 Incurred Losses and Expenses

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>
12/31/2008	2,452,829	2,452,829	2,452,829	2,452,829	2,452,829
12/31/2009	3,544,495	3,544,495	3,544,495	3,544,495	3,544,495
12/31/2010	4,384,317	4,384,158	4,370,254	4,370,254	4,370,254
12/31/2011	5,691,735	5,691,731	5,691,731	5,691,730	
12/31/2012	6,068,306	6,065,300	6,066,302		
12/31/2013	5,025,428	5,024,752			
12/31/2014	5,461,695				

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>
12/31/2008	1.000	1.000	1.000	1.000	1.000
12/31/2009	0.980	1.000	1.000	1.000	1.000
12/31/2010	1.001	1.000	0.997	1.000	1.000
12/31/2011	1.026	1.000	1.000	1.000	
12/31/2012	1.003	1.000	1.000		
12/31/2013	0.999	1.000			
12/31/2014	0.999				
Average Factor: ( Best 3 of 5 )	1.001	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 - 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>
12/31/2008	202,447,454	206,784,524	206,707,361	206,582,880	206,531,462
12/31/2009	170,176,193	172,698,251	173,008,067	173,131,797	173,145,299
12/31/2010	197,651,429	201,524,761	201,695,118	201,509,149	201,527,868
12/31/2011	221,180,656	225,416,505	225,185,102	224,997,856	226,178,872
12/31/2012	237,958,090	242,472,061	242,350,897	243,398,663	243,644,753
12/31/2013	207,379,704	212,749,081	213,921,854	214,244,317	214,412,420
12/31/2014	227,218,946	233,608,924	233,661,021	233,893,779	233,930,954
12/31/2015	228,424,757	233,826,876	234,037,600	234,473,209	234,580,767
12/31/2016	292,077,504	297,860,571	298,159,838	298,376,202	
12/31/2017	316,711,200	324,653,883	325,039,549		
12/31/2018	308,032,535	316,449,791			
12/31/2019	321,593,866				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.021	1.000	0.999	1.000
12/31/2009	1.015	1.002	1.001	1.000
12/31/2010	1.020	1.001	0.999	1.000
12/31/2011	1.019	0.999	0.999	1.005
12/31/2012	1.019	1.000	1.004	1.001
12/31/2013	1.026	1.006	1.002	1.001
12/31/2014	1.028	1.000	1.001	1.000
12/31/2015	1.024	1.001	1.002	1.000
12/31/2016	1.020	1.001	1.001	
12/31/2017	1.025	1.001		
12/31/2018	1.027			
Average Factor: ( Best 3 of 5 )	1.025	1.001	1.002	1.001

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.002
51 to Ult:	(63:51) (75:63) (75:Ult) =	1.003
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	1.005
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.006
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.031

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Trucks, Tractors and Trailers - 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>
12/31/2008	206,704,184	206,611,371	206,618,340	206,811,253	206,843,554
12/31/2009	172,982,852	173,101,256	173,123,211	173,416,573	173,405,590
12/31/2010	202,140,632	202,161,669	202,178,677	202,176,230	202,165,837
12/31/2011	226,165,371	226,053,288	226,043,929	226,050,495	
12/31/2012	243,929,000	243,989,045	243,987,431		
12/31/2013	214,525,207	214,556,810			
12/31/2014	233,911,049				

## 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>
12/31/2008	1.001	1.000	1.000	1.001	1.000
12/31/2009	0.999	1.001	1.000	1.002	1.000
12/31/2010	1.003	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	
12/31/2012	1.001	1.000	1.000		
12/31/2013	1.001	1.000			
12/31/2014	1.000				
Average Factor: ( Best 3 of 5 )	1.001	1.000	1.000	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)	=	1.001
75 to Ult:	(87:75) (99:87) (111:99) (123:111) (123:Ult)	=	1.001

## INSURANCE SERVICES OFFICE, INC.

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

Accident Year Ending	<u>15 Months</u>	<u>27 Months</u>	<u>39 Months</u>	<u>51 Months</u>	<u>63 Months</u>
12/31/2008	513,600,232	507,099,611	505,893,875	505,049,388	504,154,854
12/31/2009	436,601,489	430,250,041	428,771,808	428,175,884	428,221,180
12/31/2010	469,236,344	461,508,985	459,836,757	460,118,562	460,148,285
12/31/2011	511,313,891	501,751,542	499,427,485	498,708,550	500,551,426
12/31/2012	512,509,883	504,664,353	502,798,905	503,194,316	503,288,860
12/31/2013	545,914,997	537,868,678	536,439,272	537,351,189	536,086,183
12/31/2014	620,729,291	612,476,500	608,841,127	608,369,150	608,256,493
12/31/2015	684,270,729	667,296,423	662,887,728	662,219,085	662,536,656
12/31/2016	711,779,613	695,881,230	690,623,530	689,846,278	
12/31/2017	711,506,236	692,501,206	687,574,484		
12/31/2018	776,660,341	759,891,494			
12/31/2019	816,774,614				

Ratios

Accident Year Ending	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	0.987	0.998	0.998	0.998
12/31/2009	0.985	0.997	0.999	1.000
12/31/2010	0.984	0.996	1.001	1.000
12/31/2011	0.981	0.995	0.999	1.004
12/31/2012	0.985	0.996	1.001	1.000
12/31/2013	0.985	0.997	1.002	0.998
12/31/2014	0.987	0.994	0.999	1.000
12/31/2015	0.975	0.993	0.999	1.000
12/31/2016	0.978	0.992	0.999	
12/31/2017	0.973	0.993		
12/31/2018	0.978			
Average Factor: ( Best 3 of 5 )	0.977	0.993	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) =	0.993
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.970

## 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>
12/31/2008	505,238,478	505,126,367	505,231,231	505,247,279	505,334,203
12/31/2009	427,959,988	427,830,596	427,819,807	427,818,027	427,795,872
12/31/2010	460,592,901	460,464,659	460,396,086	460,365,388	460,329,892
12/31/2011	500,496,463	500,485,310	500,524,186	500,473,708	
12/31/2012	503,234,537	503,624,230	503,567,946		
12/31/2013	536,243,760	536,145,802			
12/31/2014	608,137,369				

## 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>
12/31/2008	1.002	1.000	1.000	1.000	1.000
12/31/2009	0.999	1.000	1.000	1.000	1.000
12/31/2010	1.001	1.000	1.000	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	
12/31/2012	1.000	1.001	1.000		
12/31/2013	1.000	1.000			
12/31/2014	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  
 Publics and Buses - 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>
12/31/2008	8,168,280	8,413,867	8,354,083	8,357,774	8,324,192
12/31/2009	7,715,137	7,770,413	7,815,270	7,814,177	7,809,935
12/31/2010	8,144,062	8,310,422	8,292,201	8,291,010	8,289,971
12/31/2011	9,892,808	9,989,443	10,003,308	10,002,731	10,022,677
12/31/2012	9,501,111	9,513,520	9,474,606	9,462,651	9,420,455
12/31/2013	6,977,072	7,422,068	7,430,839	7,410,457	7,412,236
12/31/2014	9,510,643	9,640,924	9,664,578	9,729,603	9,671,387
12/31/2015	8,889,344	9,160,209	9,358,976	9,358,713	9,404,368
12/31/2016	11,547,971	11,932,999	11,939,422	11,903,620	
12/31/2017	12,540,027	12,949,146	12,957,760		
12/31/2018	13,315,854	13,621,622			
12/31/2019	10,302,740				

Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	1.030	0.993	1.000	0.996
12/31/2009	1.007	1.006	1.000	0.999
12/31/2010	1.020	0.998	1.000	1.000
12/31/2011	1.010	1.001	1.000	1.002
12/31/2012	1.001	0.996	0.999	0.996
12/31/2013	1.064	1.001	0.997	1.000
12/31/2014	1.014	1.002	1.007	0.994
12/31/2015	1.030	1.022	1.000	1.005
12/31/2016	1.033	1.001	0.997	
12/31/2017	1.033	1.001		
12/31/2018	1.023			
Average Factor: ( Best 3 of 5 )	1.029	1.001	0.999	0.999

Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	0.999
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.998
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.999
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	1.028

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
 Publics and Buses - 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>
12/31/2008	8,314,483	8,315,914	8,316,333	8,316,265	8,323,775
12/31/2009	7,809,935	7,802,134	7,802,134	7,834,296	7,834,635
12/31/2010	8,288,929	8,288,220	8,293,384	8,292,084	8,291,351
12/31/2011	10,021,040	10,021,804	10,020,716	10,020,402	
12/31/2012	9,417,945	9,442,488	9,440,340		
12/31/2013	7,402,347	7,402,347			
12/31/2014	9,671,216				

## 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>
12/31/2008	0.999	1.000	1.000	1.000	1.001
12/31/2009	1.000	0.999	1.000	1.004	1.000
12/31/2010	1.000	1.000	1.001	1.000	1.000
12/31/2011	1.000	1.000	1.000	1.000	
12/31/2012	1.000	1.003	1.000		
12/31/2013	0.999	1.000			
12/31/2014	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  
Publics and Buses - 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>
12/31/2008	14,496,369	13,734,868	13,680,442	13,708,865	13,702,189
12/31/2009	13,599,494	13,296,161	13,178,478	13,136,053	13,123,770
12/31/2010	15,494,157	15,141,203	15,120,272	15,172,994	15,107,500
12/31/2011	17,631,062	16,938,440	16,763,711	16,687,178	16,737,966
12/31/2012	16,827,045	16,552,694	16,530,888	16,525,033	16,495,371
12/31/2013	20,616,080	19,967,796	19,856,262	19,785,451	19,766,190
12/31/2014	23,310,311	23,290,754	23,189,544	23,137,009	23,129,966
12/31/2015	28,652,691	28,017,424	27,856,388	27,912,236	27,831,333
12/31/2016	29,773,621	28,163,737	28,012,535	27,917,370	
12/31/2017	35,401,099	33,532,463	32,965,698		
12/31/2018	38,958,297	37,169,582			
12/31/2019	31,649,070				

## Ratios

Accident Year <u>Ending</u>	<u>27:15</u>	<u>39:27</u>	<u>51:39</u>	<u>63:51</u>
12/31/2008	0.947	0.996	1.002	1.000
12/31/2009	0.978	0.991	0.997	0.999
12/31/2010	0.977	0.999	1.003	0.996
12/31/2011	0.961	0.990	0.995	1.003
12/31/2012	0.984	0.999	1.000	0.998
12/31/2013	0.969	0.994	0.996	0.999
12/31/2014	0.999	0.996	0.998	1.000
12/31/2015	0.978	0.994	1.002	0.997
12/31/2016	0.946	0.995	0.997	
12/31/2017	0.947	0.983		
12/31/2018	0.954			
Average Factor: ( Best 3 of 5 )	0.960	0.994	0.998	0.999

## Summary of Factors

63 to Ult:	(75:63) (75:Ult) =	1.000
51 to Ult:	(63:51) (75:63) (75:Ult) =	0.999
39 to Ult:	(51:39) (63:51) (75:63) (75:Ult) =	0.997
27 to Ult:	(39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.991
15 to Ult:	(27:15) (39:27) (51:39) (63:51) (75:63) (75:Ult) =	0.951

## INSURANCE SERVICES OFFICE, INC.

Physical Damage Loss Development  
Publics and Buses - 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>
12/31/2008	13,695,347	13,640,315	13,639,103	13,639,443	13,639,027
12/31/2009	13,129,198	13,122,975	13,114,005	13,112,347	13,108,425
12/31/2010	15,110,939	15,112,551	15,113,527	15,318,561	15,317,528
12/31/2011	16,732,790	16,736,049	16,729,419	16,727,151	
12/31/2012	16,488,138	16,487,314	16,485,110		
12/31/2013	19,749,601	19,744,034			
12/31/2014	23,124,224				

## 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>
12/31/2008	1.000	0.996	1.000	1.000	1.000
12/31/2009	1.000	1.000	0.999	1.000	1.000
12/31/2010	1.000	1.000	1.000	1.014	1.000
12/31/2011	1.000	1.000	1.000	1.000	
12/31/2012	1.000	1.000	1.000		
12/31/2013	0.999	1.000			
12/31/2014	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.

## NEW JERSEY

Coverages	Aggregate Loss Cost at Current Level	Relativity Change	Trucks Change	Total Change
Liability				
Taxis and Limousines	4,068,458	-28.5%	6.6%	-23.8%
Van Pools	363,925	-30.0%	6.6%	-25.4%
School and Church Buses	7,135,350	-23.6%	6.6%	-18.6%
Other Buses	14,843,957	-8.4%	6.6%	-2.4%
Total Liability	26,411,690	-15.9%	6.6%	-10.4%
Physical Damage				
Other Than Collision				
Taxis, Limousines & Van Pools	129,935	7.8%	0.0%	7.8%
School, Church & Other Buses	1,052,866	-28.6%	0.0%	-28.6%
Total Other Than Collision	1,182,801	-24.6%	0.0%	-24.6%
Collision				
Taxis, Limousines & Van Pools	473,777	22.0%	0.0%	22.0%
School, Church & Other Buses	2,242,494	-29.2%	0.0%	-29.2%
Total Collision	2,716,271	-20.3%	0.0%	-20.3%
Total Physical Damage	3,899,072	-21.6%	0.0%	-21.6%
Total Publics	30,310,762	-16.6%	5.8%	-11.8%

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

**NEW JERSEY (29)  
TERRITORY 101**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1661	\$4	\$6	\$8	\$14	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1605	\$10	\$17	\$29	\$51		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 1119	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b>	<b>Principally Operated By Employees</b>
					\$ 232	\$ 197
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 7358	\$57	\$102	\$168	\$306		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 698	\$4	\$6	\$10	\$15		N/A
<b>– OTHER BUSES</b>						
\$ 5780	\$22	\$35	\$56	\$95		N/A
<b>– VAN POOLS</b>						
\$ 1744	\$14	\$21	\$32	\$56		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1601	Refer to Rule 49.				<b>All Autos</b>	
					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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</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	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1233	\$2	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
• NOT SUBJECT TO NO-FAULT \$ 1479	\$9	\$16	\$27	\$47		
• SUBJECT TO NO-FAULT \$ 1027	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 126	Principally Operated By Employees \$ 107
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5462	\$43	\$75	\$125	\$227		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 518	\$3	\$5	\$8	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 4291	\$19	\$31	\$49	\$85		N/A
<b>– VAN POOLS</b>						
\$ 1295	\$10	\$16	\$24	\$42		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1239	Refer to Rule 49.				All Autos 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> <li>• The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>• For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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

**NEW JERSEY (29)  
TERRITORY 103**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1188	\$4	\$6	\$8	\$14	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1192	\$8	\$13	\$21	\$38		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 823	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 135	<b>Principally Operated By Employees</b> \$ 115
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5263	\$41	\$73	\$120	\$219		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 499	\$3	\$5	\$8	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 4134	\$19	\$31	\$49	\$84		N/A
<b>– VAN POOLS</b>						
\$ 1247	\$10	\$15	\$23	\$40		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1192	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1258	\$4	\$6	\$9	\$16	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1333	\$8	\$15	\$24	\$42		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 920	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 125	Principally Operated By Employees \$ 106
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5573	\$43	\$77	\$127	\$232		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 528	\$3	\$6	\$9	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 4378	\$19	\$32	\$50	\$85		N/A
<b>– VAN POOLS</b>						
\$ 1321	\$10	\$16	\$24	\$42		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1242	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 105**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1026	\$2	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1035	\$7	\$11	\$19	\$33		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 721	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 119	<b>Principally Operated By Employees</b> \$ 101
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 4545	\$35	\$63	\$104	\$189	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 431	\$3	\$6	\$9	\$15	N/A	
<b>– OTHER BUSES</b>						
\$ 3570	\$19	\$31	\$50	\$85	N/A	
<b>– VAN POOLS</b>						
\$ 1077	\$8	\$13	\$20	\$35	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1039	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 681	\$2	\$3	\$4	\$7	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 669	\$4	\$7	\$12	\$21		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 463	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 65	Principally Operated By Employees \$ 55
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3017	\$24	\$42	\$69	\$126		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 286	\$3	\$4	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2370	\$15	\$24	\$38	\$65		N/A
<b>– VAN POOLS</b>						
\$ 715	\$6	\$9	\$13	\$23		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 747	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1033	\$2	\$3	\$4	\$8	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1248	\$8	\$14	\$22	\$40		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 823	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 88	<b>Principally Operated By Employees</b> \$ 75
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 4576	\$36	\$63	\$104	\$190	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 434	\$3	\$5	\$8	\$12	N/A	
<b>– OTHER BUSES</b>						
\$ 3595	\$17	\$28	\$44	\$75	N/A	
<b>– VAN POOLS</b>						
\$ 1085	\$8	\$13	\$20	\$35	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1128	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1140	\$3	\$5	\$8	\$13	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 886	\$6	\$10	\$16	\$28		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 615	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 78	Principally Operated By Employees \$ 66
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5050	\$39	\$70	\$115	\$210		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 479	\$3	\$6	\$9	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 3967	\$20	\$33	\$52	\$89		N/A
<b>– VAN POOLS</b>						
\$ 1197	\$9	\$14	\$22	\$38		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1020	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 818	\$3	\$5	\$7	\$12	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 801	\$5	\$9	\$14	\$25		
● SUBJECT TO NO-FAULT						
\$ 558	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 81	Principally Operated By Employees \$ 69
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3624	\$28	\$50	\$83	\$151	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 344	\$3	\$5	\$7	\$12	N/A	
<b>– OTHER BUSES</b>						
\$ 2847	\$16	\$26	\$42	\$71	N/A	
<b>– VAN POOLS</b>						
\$ 859	\$7	\$10	\$16	\$28	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 874	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1256	\$3	\$5	\$7	\$12	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1147	\$7	\$13	\$21	\$36		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 795	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 108	Principally Operated By Employees \$ 92
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5564	\$43	\$77	\$127	\$231		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 528	\$3	\$6	\$9	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 4371	\$20	\$32	\$51	\$87		N/A
<b>– VAN POOLS</b>						
\$ 1319	\$10	\$16	\$24	\$42		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1219	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 112**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 871	\$3	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 780	\$5	\$9	\$14	\$25		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 545	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 87	Principally Operated By Employees \$ 74
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3859	\$30	\$53	\$88	\$161	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 366	\$3	\$4	\$7	\$11	N/A	
<b>– OTHER BUSES</b>						
\$ 3031	\$15	\$25	\$39	\$66	N/A	
<b>– VAN POOLS</b>						
\$ 915	\$7	\$11	\$17	\$29	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1062	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 783	\$3	\$5	\$7	\$12	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 982	\$6	\$11	\$18	\$31		
● SUBJECT TO NO-FAULT						
\$ 663	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 143	Principally Operated By Employees \$ 122
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3469	\$27	\$48	\$79	\$144		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 329	\$3	\$4	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2725	\$16	\$26	\$40	\$68		N/A
<b>– VAN POOLS</b>						
\$ 822	\$6	\$10	\$15	\$26		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 868	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 114**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 654	\$3	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 659	\$4	\$7	\$12	\$21		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 456	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 73	Principally Operated By Employees \$ 62
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 2897	\$23	\$40	\$66	\$121	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 275	\$3	\$4	\$7	\$11	N/A	
<b>– OTHER BUSES</b>						
\$ 2276	\$15	\$24	\$38	\$65	N/A	
<b>– VAN POOLS</b>						
\$ 687	\$5	\$8	\$13	\$22	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 706	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 630	\$2	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 629	\$4	\$7	\$11	\$20		
● SUBJECT TO NO-FAULT						
\$ 443	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 58	Principally Operated By Employees \$ 49
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 2791	\$22	\$39	\$64	\$116		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 265	\$2	\$4	\$7	\$10		N/A
<b>– OTHER BUSES</b>						
\$ 2192	\$14	\$24	\$37	\$64		N/A
<b>– VAN POOLS</b>						
\$ 662	\$5	\$8	\$12	\$21		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 701	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
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LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 706	\$3	\$5	\$7	\$13	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 702	\$4	\$8	\$13	\$22		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 489	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 63	Principally Operated By Employees \$ 54
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3128	\$24	\$43	\$71	\$130		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 297	\$3	\$5	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2457	\$15	\$25	\$40	\$68		N/A
<b>– VAN POOLS</b>						
\$ 741	\$6	\$9	\$14	\$24		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 737	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 678	\$3	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>• NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 772	\$5	\$8	\$14	\$25		
<ul style="list-style-type: none"> <li>• SUBJECT TO NO-FAULT</li> </ul>						
\$ 532	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 64	Principally Operated By Employees \$ 54
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3004	\$23	\$41	\$68	\$125		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 285	\$3	\$4	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2359	\$16	\$25	\$40	\$68		N/A
<b>– VAN POOLS</b>						
\$ 712	\$6	\$9	\$13	\$23		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 705	Refer to Rule 49.				All Autos 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> <li>• The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>• For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 119**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 829	\$2	\$3	\$5	\$8	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1292	\$8	\$14	\$23	\$41		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 891	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 99	Principally Operated By Employees \$ 84
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3672	\$29	\$51	\$84	\$153		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 348	\$3	\$5	\$7	\$12		N/A
<b>– OTHER BUSES</b>						
\$ 2885	\$16	\$26	\$40	\$69		N/A
<b>– VAN POOLS</b>						
\$ 870	\$7	\$10	\$16	\$28		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 939	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1362	\$3	\$4	\$7	\$11	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1454	\$9	\$16	\$26	\$46		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 1014	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 108	Principally Operated By Employees \$ 92
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 6034	\$47	\$83	\$138	\$251		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 572	\$5	\$8	\$12	\$19		N/A
<b>– OTHER BUSES</b>						
\$ 4740	\$26	\$42	\$66	\$112		N/A
<b>– VAN POOLS</b>						
\$ 1430	\$11	\$17	\$26	\$46		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1377	Refer to Rule 49.				All Autos	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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 123**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1307	\$3	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1059	\$7	\$12	\$19	\$34		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 734	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 72	Principally Operated By Employees \$ 61
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5790	\$45	\$80	\$132	\$241	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 549	\$4	\$7	\$12	\$19	N/A	
<b>– OTHER BUSES</b>						
\$ 4548	\$25	\$40	\$63	\$108	N/A	
<b>– VAN POOLS</b>						
\$ 1372	\$11	\$16	\$25	\$44	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1404	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 951	\$3	\$4	\$6	\$11	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 921	\$6	\$10	\$17	\$29		
● SUBJECT TO NO-FAULT						
\$ 636	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 60	Principally Operated By Employees \$ 51
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 4213	\$33	\$58	\$96	\$175		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 399	\$3	\$5	\$8	\$14		N/A
<b>– OTHER BUSES</b>						
\$ 3309	\$17	\$27	\$43	\$73		N/A
<b>– VAN POOLS</b>						
\$ 999	\$8	\$12	\$18	\$32		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1057	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 125**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 642	\$2	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 652	\$4	\$7	\$12	\$21		
● SUBJECT TO NO-FAULT						
\$ 455	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 53	Principally Operated By Employees \$ 45
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 2844	\$22	\$39	\$65	\$118	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 270	\$3	\$4	\$7	\$11	N/A	
<b>– OTHER BUSES</b>						
\$ 2234	\$15	\$24	\$38	\$64	N/A	
<b>– VAN POOLS</b>						
\$ 674	\$5	\$8	\$12	\$22	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 710	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 483	\$3	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 506	\$3	\$6	\$9	\$16		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 349	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 44	Principally Operated By Employees \$ 37
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 2140	\$17	\$30	\$49	\$89		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 203	\$2	\$4	\$6	\$9		N/A
<b>– OTHER BUSES</b>						
\$ 1681	\$13	\$21	\$33	\$56		N/A
<b>– VAN POOLS</b>						
\$ 507	\$4	\$6	\$9	\$16		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 574	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 127**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 593	\$3	\$4	\$6	\$11	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 706	\$4	\$8	\$13	\$22		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 490	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 108	<b>Principally Operated By Employees</b> \$ 92
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 2627	\$20	\$36	\$60	\$109	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 249	\$2	\$4	\$6	\$10	N/A	
<b>– OTHER BUSES</b>						
\$ 2064	\$14	\$24	\$37	\$63	N/A	
<b>– VAN POOLS</b>						
\$ 623	\$5	\$7	\$12	\$20	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 650	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 806	\$4	\$6	\$8	\$14	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 794	\$5	\$9	\$14	\$25		
<ul style="list-style-type: none"> <li>SUBJECT TO NO-FAULT</li> </ul>						
\$ 553	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 65	Principally Operated By Employees \$ 55
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3571	\$28	\$49	\$81	\$149		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 339	\$3	\$5	\$8	\$12		N/A
<b>– OTHER BUSES</b>						
\$ 2805	\$17	\$28	\$43	\$75		N/A
<b>– VAN POOLS</b>						
\$ 846	\$7	\$10	\$16	\$27		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 801	Refer to Rule 49.				All Autos 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> <li>The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>For Van Pool vehicles subject to no–fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 138**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 1237	\$4	\$7	\$10	\$17	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 1062	\$7	\$12	\$19	\$34		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 738	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 134	<b>Principally Operated By Employees</b> \$ 114
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 5480	\$43	\$76	\$125	\$228	N/A	
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 520	\$4	\$7	\$11	\$18	N/A	
<b>– OTHER BUSES</b>						
\$ 4305	\$19	\$31	\$49	\$84	N/A	
<b>– VAN POOLS</b>						
\$ 1299	\$10	\$16	\$24	\$42	N/A	
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 1270	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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LIABILITY Limit Of Liab. \$100,000	MEDICAL PAYMENTS Limit Per Person				PERSONAL INJURY PROTECTION Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 821	\$3	\$5	\$7	\$12	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
● NOT SUBJECT TO NO-FAULT						
\$ 763	\$5	\$8	\$14	\$24		
● SUBJECT TO NO-FAULT						
\$ 531	N/A	N/A	N/A	N/A	Not Principally Operated By Employees \$ 47	Principally Operated By Employees \$ 40
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3637	\$28	\$50	\$83	\$151		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 345	\$3	\$4	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2857	\$16	\$26	\$40	\$69		N/A
<b>– VAN POOLS</b>						
\$ 862	\$7	\$10	\$16	\$28		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 919	Refer to Rule 49.				All Autos 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</li> </ul>						

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**NEW JERSEY (29)  
TERRITORY 140**

LIABILITY	MEDICAL PAYMENTS				PERSONAL INJURY PROTECTION	
Limit Of Liab. \$100,000	Limit Per Person				Basic Limits	
	500	1000	2000	5000		
<b>RULE 23. TRUCKS, TRACTORS AND TRAILERS CLASSIFICATIONS</b>						
\$ 832	\$2	\$4	\$6	\$10	N/A	N/A
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>						
<ul style="list-style-type: none"> <li>● NOT SUBJECT TO NO-FAULT</li> </ul>						
\$ 985	\$6	\$11	\$18	\$31		
<ul style="list-style-type: none"> <li>● SUBJECT TO NO-FAULT</li> </ul>						
\$ 685	N/A	N/A	N/A	N/A	<b>Not Principally Operated By Employees</b> \$ 60	<b>Principally Operated By Employees</b> \$ 51
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS –</b>						
<b>– TAXICABS AND LIMOUSINES</b>						
\$ 3686	\$29	\$51	\$84	\$153		N/A
<b>– SCHOOL AND CHURCH BUSES</b>						
\$ 349	\$3	\$4	\$7	\$11		N/A
<b>– OTHER BUSES</b>						
\$ 2895	\$11	\$18	\$28	\$48		N/A
<b>– VAN POOLS</b>						
\$ 874	\$7	\$10	\$16	\$28		N/A
<b>RULE 49. AUTO DEALERS – PREMIUM DEVELOPMENT</b>						
\$ 974	Refer to Rule 49.				<b>All Autos</b> 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> <li>● The liability loss cost shown for Rule 49. Auto Dealers – Premium Development includes personal injury protection.</li> <li>● For Van Pool vehicles subject to no-fault, charge .93 of the otherwise applicable liability rate to develop a combined liability and personal injury protection premium.</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			
	\$ 121	\$ 129	\$ 275
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 147	\$ 157	\$ 508
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 133	\$ 142	\$ 426
– SCHOOL AND CHURCH BUSES			
	\$ 61	\$ 65	\$ 127
– OTHER BUSES			
	\$ 61	\$ 65	\$ 127
– VAN POOLS			
	\$ 133	\$ 142	\$ 426
<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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**NEW JERSEY (29)  
TERRITORY 102**

<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			
	\$ 113	\$ 121	\$ 348
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 201	\$ 215	\$ 623
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 124	\$ 133	\$ 539
– SCHOOL AND CHURCH BUSES			
	\$ 57	\$ 61	\$ 160
– OTHER BUSES			
	\$ 57	\$ 61	\$ 160
– VAN POOLS			
	\$ 124	\$ 133	\$ 539
<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			
	\$ 105	\$ 112	\$ 245
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 87	\$ 93	\$ 423
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 116	\$ 123	\$ 380
– SCHOOL AND CHURCH BUSES			
	\$ 53	\$ 56	\$ 113
– OTHER BUSES			
	\$ 53	\$ 56	\$ 113
– VAN POOLS			
	\$ 116	\$ 123	\$ 380
<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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**NEW JERSEY (29)  
TERRITORY 104**

<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			
	\$ 129	\$ 138	\$ 302
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 114	\$ 122	\$ 446
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 142	\$ 152	\$ 468
– SCHOOL AND CHURCH BUSES			
	\$ 65	\$ 69	\$ 139
– OTHER BUSES			
	\$ 65	\$ 69	\$ 139
– VAN POOLS			
	\$ 142	\$ 152	\$ 468
<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			
	\$ 111	\$ 119	\$ 257
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 156	\$ 167	\$ 471
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 131	\$ 398
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 60	\$ 118
– OTHER BUSES			
	\$ 56	\$ 60	\$ 118
– VAN POOLS			
	\$ 122	\$ 131	\$ 398
<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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**NEW JERSEY (29)  
TERRITORY 106**

<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			
	\$ 79	\$ 84	\$ 247
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 78	\$ 83	\$ 313
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 87	\$ 92	\$ 383
– SCHOOL AND CHURCH BUSES			
	\$ 40	\$ 42	\$ 114
– OTHER BUSES			
	\$ 40	\$ 42	\$ 114
– VAN POOLS			
	\$ 87	\$ 92	\$ 383
<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			
	\$ 96	\$ 103	\$ 234
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 147	\$ 157	\$ 406
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 106	\$ 113	\$ 363
– SCHOOL AND CHURCH BUSES			
	\$ 48	\$ 52	\$ 108
– OTHER BUSES			
	\$ 48	\$ 52	\$ 108
– VAN POOLS			
	\$ 106	\$ 113	\$ 363
<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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**NEW JERSEY (29)  
TERRITORY 108**

<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			
	\$ 120	\$ 128	\$ 272
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 119	\$ 127	\$ 468
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 132	\$ 141	\$ 422
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 64	\$ 125
– OTHER BUSES			
	\$ 60	\$ 64	\$ 125
– VAN POOLS			
	\$ 132	\$ 141	\$ 422
<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			
	\$ 70	\$ 75	\$ 222
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 77	\$ 82	\$ 411
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 77	\$ 83	\$ 344
– SCHOOL AND CHURCH BUSES			
	\$ 35	\$ 38	\$ 102
– OTHER BUSES			
	\$ 35	\$ 38	\$ 102
– VAN POOLS			
	\$ 77	\$ 83	\$ 344
<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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**NEW JERSEY (29)  
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			
	\$ 120	\$ 128	\$ 240
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 93	\$ 99	\$ 459
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 132	\$ 141	\$ 372
– SCHOOL AND CHURCH BUSES			
	\$ 60	\$ 64	\$ 110
– OTHER BUSES			
	\$ 60	\$ 64	\$ 110
– VAN POOLS			
	\$ 132	\$ 141	\$ 372
<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			
	\$ 84	\$ 90	\$ 244
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 64	\$ 68	\$ 340
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 92	\$ 99	\$ 378
– SCHOOL AND CHURCH BUSES			
	\$ 42	\$ 45	\$ 112
– OTHER BUSES			
	\$ 42	\$ 45	\$ 112
– VAN POOLS			
	\$ 92	\$ 99	\$ 378
<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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**NEW JERSEY (29)  
TERRITORY 113**

<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			
	\$ 89	\$ 95	\$ 212
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 79	\$ 84	\$ 355
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 98	\$ 105	\$ 329
– SCHOOL AND CHURCH BUSES			
	\$ 45	\$ 48	\$ 98
– OTHER BUSES			
	\$ 45	\$ 48	\$ 98
– VAN POOLS			
	\$ 98	\$ 105	\$ 329
<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			
	\$ 71	\$ 76	\$ 227
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 62	\$ 66	\$ 308
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 78	\$ 84	\$ 352
– SCHOOL AND CHURCH BUSES			
	\$ 36	\$ 38	\$ 104
– OTHER BUSES			
	\$ 36	\$ 38	\$ 104
– VAN POOLS			
	\$ 78	\$ 84	\$ 352
<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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**NEW JERSEY (29)  
TERRITORY 115**

<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			
	\$ 80	\$ 86	\$ 236
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 76	\$ 81	\$ 307
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 88	\$ 95	\$ 366
– SCHOOL AND CHURCH BUSES			
	\$ 40	\$ 43	\$ 109
– OTHER BUSES			
	\$ 40	\$ 43	\$ 109
– VAN POOLS			
	\$ 88	\$ 95	\$ 366
<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			
	\$ 61	\$ 65	\$ 200
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 94	\$ 100	\$ 363
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 67	\$ 72	\$ 310
– SCHOOL AND CHURCH BUSES			
	\$ 31	\$ 33	\$ 92
– OTHER BUSES			
	\$ 31	\$ 33	\$ 92
– VAN POOLS			
	\$ 67	\$ 72	\$ 310
<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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**NEW JERSEY (29)  
TERRITORY 117**

<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			
	\$ 75	\$ 80	\$ 227
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 95	\$ 101	\$ 345
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 83	\$ 88	\$ 352
– SCHOOL AND CHURCH BUSES			
	\$ 38	\$ 40	\$ 104
– OTHER BUSES			
	\$ 38	\$ 40	\$ 104
– VAN POOLS			
	\$ 83	\$ 88	\$ 352
<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	\$ 117	\$ 276
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 102	\$ 109	\$ 547
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 121	\$ 129	\$ 428
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 59	\$ 127
– OTHER BUSES			
	\$ 55	\$ 59	\$ 127
– VAN POOLS			
	\$ 121	\$ 129	\$ 428
<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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**NEW JERSEY (29)  
TERRITORY 122**

<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	\$ 118	\$ 351
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 144	\$ 154	\$ 520
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 121	\$ 130	\$ 544
– SCHOOL AND CHURCH BUSES			
	\$ 55	\$ 59	\$ 161
– OTHER BUSES			
	\$ 55	\$ 59	\$ 161
– VAN POOLS			
	\$ 121	\$ 130	\$ 544
<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			
	\$ 128	\$ 137	\$ 385
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 104	\$ 111	\$ 418
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 141	\$ 151	\$ 597
– SCHOOL AND CHURCH BUSES			
	\$ 64	\$ 69	\$ 177
– OTHER BUSES			
	\$ 64	\$ 69	\$ 177
– VAN POOLS			
	\$ 141	\$ 151	\$ 597
<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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**NEW JERSEY (29)  
TERRITORY 124**

<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			
	\$ 97	\$ 104	\$ 252
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 102	\$ 109	\$ 452
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 107	\$ 114	\$ 391
– SCHOOL AND CHURCH BUSES			
	\$ 49	\$ 52	\$ 116
– OTHER BUSES			
	\$ 49	\$ 52	\$ 116
– VAN POOLS			
	\$ 107	\$ 114	\$ 391
<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			
	\$ 86	\$ 92	\$ 234
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 90	\$ 96	\$ 361
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 95	\$ 101	\$ 363
– SCHOOL AND CHURCH BUSES			
	\$ 43	\$ 46	\$ 108
– OTHER BUSES			
	\$ 43	\$ 46	\$ 108
– VAN POOLS			
	\$ 95	\$ 101	\$ 363
<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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**NEW JERSEY (29)  
TERRITORY 126**

<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			
	\$ 91	\$ 97	\$ 228
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 118	\$ 126	\$ 300
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 107	\$ 353
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 49	\$ 105
– OTHER BUSES			
	\$ 46	\$ 49	\$ 105
– VAN POOLS			
	\$ 100	\$ 107	\$ 353
<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			
	\$ 71	\$ 76	\$ 216
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 68	\$ 73	\$ 323
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 78	\$ 84	\$ 335
– SCHOOL AND CHURCH BUSES			
	\$ 36	\$ 38	\$ 99
– OTHER BUSES			
	\$ 36	\$ 38	\$ 99
– VAN POOLS			
	\$ 78	\$ 84	\$ 335
<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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**NEW JERSEY (29)  
TERRITORY 131**

<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			
	\$ 102	\$ 109	\$ 242
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 102	\$ 109	\$ 466
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 112	\$ 120	\$ 375
– SCHOOL AND CHURCH BUSES			
	\$ 51	\$ 55	\$ 111
– OTHER BUSES			
	\$ 51	\$ 55	\$ 111
– VAN POOLS			
	\$ 112	\$ 120	\$ 375
<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			
	\$ 111	\$ 119	\$ 274
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 129	\$ 138	\$ 548
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 122	\$ 131	\$ 425
– SCHOOL AND CHURCH BUSES			
	\$ 56	\$ 60	\$ 126
– OTHER BUSES			
	\$ 56	\$ 60	\$ 126
– VAN POOLS			
	\$ 122	\$ 131	\$ 425
<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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**NEW JERSEY (29)  
TERRITORY 139**

<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			
	\$ 91	\$ 97	\$ 240
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 80	\$ 86	\$ 378
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 100	\$ 107	\$ 372
– SCHOOL AND CHURCH BUSES			
	\$ 46	\$ 49	\$ 110
– OTHER BUSES			
	\$ 46	\$ 49	\$ 110
– VAN POOLS			
	\$ 100	\$ 107	\$ 372
<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			
	\$ 97	\$ 104	\$ 256
<b>RULE 32. PRIVATE PASSENGER TYPES CLASSIFICATIONS</b>			
	\$ 84	\$ 90	\$ 413
<b>RULE 40. PUBLIC AUTO CLASSIFICATIONS</b>			
– TAXICABS AND LIMOUSINES			
	\$ 107	\$ 114	\$ 397
– SCHOOL AND CHURCH BUSES			
	\$ 49	\$ 52	\$ 118
– OTHER BUSES			
	\$ 49	\$ 52	\$ 118
– VAN POOLS			
	\$ 107	\$ 114	\$ 397
<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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**90. HIRED AUTOS**

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<b>Cost Of Hire Basis – All Territories Liability Base Loss Cost</b>
\$ 1.23

**Table 90.B.3.b.(LC) Cost Of Hire Basis Liability Loss Cost**