

Table G - Number & Percentage of
Direct Mail Solicitations in Underserved Communities
for Private Passenger Auto Liability

Company	Total Number of Direct Mail Solicitations for California	Total Number of Direct Mail Solicitations for Underserved Communities	Percentage of Direct Mail Solicitations in Underserved Communities
TOTAL	51,612,742	3,269,481	6.33%
MILLERS MUTUAL FIRE INS CO THE	41,338	4,866	11.77%
TWENTIETH CENTURY INS COS	6,246,410	671,191	10.75%
INTERINS EXCH OF THE AUTOMOBILE CLUB	957,355	88,484	9.24%
ITT HARTFORD GROUP	21,999,648	1,403,611	6.38%
CALIFORNIA CASUALTY INSURANCE COS	102,576	5,934	5.78%
GENERAL ELECTRIC	4,834,807	271,703	5.62%
GEICO GENERAL INSURANCE CO	563,345	30,041	5.33%
NATIONWIDE MUTUAL GROUP	9,532,709	479,703	5.03%
NATIONAL GENERAL INSURANCE CO	5,389,755	262,436	4.87%
GOVERNMENT EMPLOYEES INS CO	1,274,272	37,488	2.94%
USAA CASUALTY INSURANCE CO	352,339	7,768	2.20%
UNITED SERVICES AUTO ASSOC	317,956	6,256	1.97%
GRANGE INSURANCE ASSOCIATION	232	0	0.00%