



January 10, 2012

State National Insurance Company is implementing new rates to be effective January 15 for new policies and March 15 for renewals. As with most rate revisions, the impact varies based on the risk, with some premiums increasing and other premiums decreasing. We anticipate that this revision will bring some re-segmentation of the market, allowing us to be more competitive with some of the risks we have been missing.

There will be no change to the State National fees or payment plans.

If you are an ITC user, you will be able to quote and bridge policies from the ITC Turborater just as you always have. If you are a desktop ITC user (rather than using the web edition) please be sure you have downloaded the new rates for State National and that you still have the rates for our current West Virginia National product.

We believe these changes will fit nicely into the market place, improving penetration, persistency, retention and loss ratios. We appreciate your loyalty to Specialty Insurance, your Virginia-based provider of Specialty products.

Remember, Specialty offers you 2 competitive non-credit-scored non-standard auto programs. We encourage you to continue to quote with both programs to be sure you are providing the best value to your customers.

West Virginia National
New Business effective: **10/10/11**
Renewals effective: **11/14/11**

~~***State National***~~
New Business effective: ~~10/1/10~~
Renewals effective: ~~10/1/10~~

State National
New Business effective: 1/15/12
Renewals effective: 3/15/12