TESTIMONY OF BERT SAKUDA IN SUPPORT OF H.B. NO. 690

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Committee: Transportation Date: Monday, February 11, 2013 Time: 10:00 and

LATE TESTIMONY

To: Chairman Ryan Yamane and Members of the House Committee on Transportation:

My name is Bert Sakuda and I am submitting testimony in support of H.B. No. 690, relating to motor vehicle insurance. I am an attorney who has represented plaintiffs in personal injury cases for 35 years.

Hawaii's minimum insurance requirement for bodily injury liability decreased from \$35,000/unlimited to \$25,000/unlimited in 1992; and again to \$20,000/\$40,000 in 1997 due to extremely high and unaffordable premiums. During the past 15 years, premiums have steadily declined to among the lowest in the country while insurance companies have set record high profits.

This committee passed HB 1688 HD1 last session to increase the current \$20,000 limit to \$50,000. This committee found: "However, changing times have brought changes to the automobile insurance industry and the cost of automobile insurance has dropped to historic lows becoming extremely affordable. Increasing the minimum insurance requirement for bodily injury will allow for the provision of more adequate benefits to individuals injured or killed in traffic accidents while having a minimal effect on the increase in insurance premiums." It is time to increase the minimum requirement to provide adequate benefits to citizens injured or killed in traffic accidents.

Hawaii has been the nation's most profitable automobile insurance market in the United States for more than 15 years. Insurers currently take profits out of Hawaii that are more than six times the national average according to the current National Association of Insurance Commissioners (NAIC) annual profit/loss data for automobile insurance countrywide. It is time to re-balance consumer benefits with insurer profits to give consumers more benefits and insurers normal (not exorbitant) profits.

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There is ample profit for insurers to provide additional benefits to Hawaii consumers without raising premiums. The cost for additional bodily injury liability coverage is surprisingly low. Market leaders such as GEICO offer \$50,000 coverage for less than \$20 additional premium per year. State Farm offers \$50,000 coverage for as little as \$26 more per year. DTRIC offers \$50,000 for just \$12 per year more. Most major insurers charge \$12 to \$50 more annually for \$50,000 coverage for drivers with clean records. Those with poor traffic records may pay more, although some insurers like GEICO may overlook a single speeding ticket. Others who qualify for discounts may pay less.

Thank you very much for allowing me to testify in Support of this measure. Please feel free to contact me should you have any questions or desire additional information.



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STATE OF HAWAII SAMPLE ANNUAL MOTOR VEHICLE INSURANCE PREMIUMS MAJOR INSURERS BY COUNTY - PREMIUMS FROM LOWEST TO HIGHEST FOR CLEAN RISK

These sample premiums are for licensed insurance companies that transact more than 95%

of the private passenger auto insurance market in Hawaii.

Usage: Pleasure

ANNUAL PREMIUMS: Rates in effect December 1, 2012 VEHICLE: 2011 Honda Accord, LX, 4-door sedan CLEAN RISK: Driver with clear driving record (no accidents and no traffic convictions)

COVERAGES:

- \$20,000/40,000 Bodily Injury Liability
- \$10,000 Property Damage Liability .
- \$10,000 Personal Injury Protection \$20,000/40,000 Uninsured Motorist Stacked
- ONE SPEEDING CONVICTION: Driver with one speeding conviction (no accidents) Usage: Pleasure
- \$20,000/40,000 Underinsured Motorist Stacked

 \$20,000/40,000 Underinsured Motorist Stack \$20,000/40,000 Underinsured Motorist Stack 	ed	Jsage: Pleasu	MAUI MAJOR INSURE	25 25	
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OAHU MAJOR INSUREI	т	one speeding		clean risk	conviction
	clean risk	conviction	Insurance Company	267	267
Insurance Company	270	270	Government Employees Ins. Co. (GEICO)	338	354
	379	397	Government Employees and United Services Automobile Association (USAA)**	362	391
United Services Automobile Association (Courty	390	422	GEICO Indemnity Co.	383	520
	398	630	Alistate Ins. Co.	385	512
Liberty Mutual Fire Ins. Co."	406	406	Farmers (ris. Hawaii, Inc.**	394	<u>394</u> 639
DTRIC Ins. Co., Ltd. **	407	442	DTRIC Ins. Co., Ltd. **	404	
Tradewind Ins. Co., Ltd.	408	547	Liberty Mutual Fire Ins. Co.**	441	<u>526</u> 710
Farmers Ins. Hawaii, Inc.**	412	560	North River Ins. Co. Liberty Mutual Fire Ins. Co.	448	489
	428			468	564
Alistate Ins. Co. Interinsurance Exchange of the Automobile Club	443			470	
Liberty Mutual Fire Ins. Co.	479		- Inc	478	
Hartford Underwriters Ins. Co.**	491			490	
State Farm Mutual Automobile Ins. Co.	521		- I	560	
USAA Casualty Ins. Co.**	586		- A Convertex ins of Hawaii, Inc.	581	
E outo Form Fire & Casualty CO.	664		- Convolty Ins. CO.	616	
First Fire & Casualty Ins. of Hawaii, Inc.	66		- Direct Ins. Co	550	·
Progressive Casualty Ins. Co.	67				·
USAA General Indemnity Co. **	59		- Hawaii, Inc. of Hawaii, Inc.	758	
Progressive Direct Ins. Co.	78			794	
DTRIC Ins. Co., Ltd.	79				
GEICO Casualty Co.	81			<u>/</u>	
Farmers Ins. Hawaii, Inc.		579	HAWAII MAJOR INSU	IDERS	
First Indemnity Ins. of Hawaii, Inc.			HAWAII MAJOR INSU		

First Indemnity Ins. of Hawaii, Inc.			HAWAII MAJOR INSURE	RS	
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KAUAI MAJOR INSURE	K3	one speeding		clean risk	conviction
		conviction	Insurance Company	281	281
	clean risk	204	Government Employees Ins. Co. (GEICO)	332	332
Insurance Company Government Employees Ins. Co. (GEICO)	204		Island Premier Ins. Co.	1370	400
Government Employees IIS. Co. (Control of Control of Co	271	306		375	393
United Services Automobile / Second	285	382	United Services Automobile Association (00///)	381	601
GEICO Indemnity Co.	287	450	Liberty Mutual Fire Ins. Co.**	387	421
Alistate Ins. Co.	294		Tradewind Ins. Co., Ltd.	413	563
Liberty Mutual Fire Ins. Co.**	309	336	Alistate Ins. Co.	419	561
Tradewind Ins. Co., Ltd.	314		Farmers ins. Hawaii, Inc.**	413	668
Farmers Ins. Hawaii, Inc.**	323				544
Hartford Underwriters Ins. Co.**	326		Evenance Evenance of the Automobile Olde	424	435
Liberty Mutual Fire Ins. Co.	356	425		435	546
State Farm Mutual Automobile Ins. Co.	359			455	575
DTRIC Ins. Co., Ltd. **	370	438	Hartford Underwriters Ins. Co.**	489	607
North River ins. Co.	380	397	Hartford Underwinters no. Con	507	544
LICAA Casualty ins. Co.**	39	7 433	North River Ins. Co.	521	COE
Doopby Iris, Co., Ltd. (US Branch)	42	4 52	USAA Casuality Ins. Co.**	542	
State Farm Fire & Casualty Co.			9 State Farm Fire & Casualty Co.	668	
Casualty Ins. Co.			2 Progressive Casualty Ins. Co.	707	
First Fire & Casualty Ins. of Hawaii, Inc.			5 First Fire & Casualty Ins. of Hawaii, Inc.	618	
Allstate Indemnity Co.			0 Progressive Direct Ins. Co.	763	
Progressive Direct Ins. Co.		81	2 DTRIC Ins. Co., Ltd.	778	
Farmers Ins. Hawaii, Inc.		22 68	GEICO Casualty Co.	83	2 91
First Ins. Co. of Hawaii, Ltd.			First Ins. Co. of Hawaii, Ltd.		8 1,17
First Ins. Co. or Homen, Ste	نقسيب المسا	<u> </u>	A Earmers Ins. Hawaii, Inc.		2 99
GEICO Casualty Co.		+0	First Indemnity Ins. of Hawaii, Inc.		and among ris
DTRIC Ins. Co., Ltd.	6	62 7	28 First Indemnity Ins. of Hawaii, inc.	e companies	

Notes: Your actual premium may vary from the sample premiums shown in this list. Premiums may vary amo First Indemnity Ins. of Hawaii, Inc.

classification within each company.

**Mass merchandising or restricted group rates

2011 Profitability Report Private Passenger Auto Total

	08:24 Monday, Dev
tability Report	
enger Auto Total	

Montana Nebraska	Missouri	Mississippi	Minnesota	Michigan*	Massachusetts	Maryland	Maine	Louisiana	Kentucky	Kansas	Iowa	Indiana	Illinois	Idaho	Hawau	Georgia	Floring		District of Columbia	Delaware	Connecticut	Colorado	California	Arkansas	Arizona	Alaska	Alahama	State						
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2011 Profitability Report Private Passenger Auto Total

State Nevada New Hampshire New Jersey* New Mexico New York North Carolina Ohio Oklahoma Oregon Pennsylvania Rhode Island South Dakota Tennessee Texas Utah Vermont Virginia West Virginia Washington Washington Washington Washington Washington Wisconsin Wisconsin Buerto Rico U.S. Virgin Islands N Mariana Islands N Mariana Islands N Mariana Islands	
Direct Premiums Earned L (000s) In 1,619,108 655,185 6,298,021 1,066,047 1,066,047 1,995,125 1,996,698 7,030,538 672,229 2,558,983 381,317 2,848,121 13,481,405 1,292,168 304,922 2,437,117 3,737,695 1,106,472 2,437,117 317,483 37,526 315,702 1,168	(1)
Losses 60.2 64.8 66.5 68.1 68.1 68.1 68.1 64.8 64.8 64.4 64.4 64.5 63.3 70.0 710.0 7	(2)
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State Farm[®] Providing Insurance and Financial Services PO Box 5000 Dupont WA 98327-5000



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REQUIRED AND OPTIONAL ADDITIONAL COVERAGE

All premiums on this form are figured SEMIANNUALLY.

Hawaii auto insurance law allows you to make choices regarding coverages that affect how much coverage you have and the cost of your insurance. Please refer to your policy/declarations page or renewal billing notice for the coverages you currently have. Then read the following list of coverages available to you. Some of the coverages are required and others are optional. If you want to change your coverage or need further explanation of the coverages, please contact your State Farm agent.

	Require	ed Coverages	
Personal Injury Protection (PIP) Benefits Limits (per person) \$ 10,000	Premium \$ 49.13	PIP Deductibles \$ 100 \$ 300	Premium \$ 44.21 \$ 41.77
•••••••		\$ 500 \$ 1,000	\$ 36.84 \$ 34.38
		Bodily Injury Liability Limits (per person/per accident/limits)	Premium
		\$ 20,000/40,000/10,000 (basic) \$ 25,000/50,000/25,000 \$ 35,000/100,000/25,000 \$ 50,000/100,000/25,000 \$ 100,000/300,000/50,000	\$ 80.69 \$ 87.72 \$ 92.10 \$ 93.85 \$ 103.50

Optional Coverages

Uninsured Motor Vehicle Cov (per person/per accident) Non-Stacking and Stacking \$ 20,000/40,000 (basic) \$ 25,000/50,000 \$ 35,000/100,000 \$ 50,000/100,000 \$ 100,000/300,000	erage Non-Stacking Stacking Premium Premium \$ 9.60 \$ 11.20 \$ 10.08 \$ 11.87 \$ 11.52 \$ 13.44 \$ 11.81 \$ 13.89 \$ 13.63 \$ 16.02	\$ 25,000/50,000 \$ 35,000/100,000 \$ 50,000/100,000	stacking Stacking Premium Premium \$ 8.00 \$ 12.8 \$ 9.36 \$ 14.9 \$ 13.04 \$ 21.5 \$ 14.88 \$ 25.3 \$ 28.08 \$ 46.5
Wage Loss Coverage (Maximum Benefit per Month) \$ 500/3,000 \$ 1,000/6,000 \$ 1,500/9,000 \$ 2,000/12,000	Premium \$ 10.00 \$ 20.00 \$ 30.00 \$ 40.00	Death Benefits Coverage \$ 25,000 \$ 50,000 \$ 75,000 \$100,000 Funeral Benefits Coverage \$ 2,000 Alternative Care Coverage Limits Max. \$75/visit for up to 30 visits.	Premium \$ 4.00 \$ 8.00 \$ 12.00 \$ 16.00 Premium \$ 0.80 Premium \$ 29.39



DTRIC insurance Company, Limited DTRIC Insurance Underwriters, Limited 1600 Kapiolani Boulevard, Suite 1520 Honolulu, Hawaii 96814-3801 (808) 951-1700

REQUIRED & OPTIONAL ADDITIONAL COVERAGES

POLICY NUMBER	POLICY PERIOD	CFN #	TERM
NAMED INSURED AND ADDRESS	<u></u>	AGENT	

Hawaii Statutes require disclosure of the availability of required and optional coverages and deductibles. Refer to your policy declaration page(s) for your current coverages and both sides of this document for available coverages. If you want to change your coverage(s) or need further explanation please contact your DTRIC agent listed above.

REQUIRED C	OVERAGES						
BODILY				PROPERTY			
INJURY	LIMITS	PF	REMIUM	DAMAGE	LIMI		PREMIUM
(Bl)	\$20,000/\$40,000)	\$42	(PD)	\$10,0		\$67
	\$25,000/\$50,000)	\$46		\$15.0		\$67
	\$35,000/\$70,000)	\$47		\$20,0		\$68
	\$50,000/\$100,00	0	\$48		\$30,0		\$69
	\$100,000/\$300,00	00	\$53		\$50,0	000	\$72
PERSONAL				Deducti	ble		
INJURY	LIMITS	No Deductible	\$100	\$300	\$500	\$1,000	\$2,000
PROTECTION (PIP)	\$10,000	\$46	\$42	\$37	\$33	\$29	\$24
OR				Co-Payn	nent		
	LIMITS	10%		20%)%
	\$10,000	\$42		\$37	r	Ş	32
	OVERACES						
OPTIONAL C	OVERAGES	LIMITS	s	TACKED Premium	NON-	STACKED Premiu	m
UNINSURED MOTORISTS	e	20.000/\$40.000	5	\$14		\$14	
		325,000/\$50,000		\$16		\$16	
(UM)	4	20,000/400,000		¢10		¢10	

\$18

\$29

\$35

STACKED Premium

\$2

\$3

\$4

\$11

\$16

- (UM)
 - UNDERINSURED LIM/TS MOTORISTS \$20,000/\$40,000 (UIM) \$25,000/\$50,000 \$35,000/\$70,000 \$50,000/\$100,000

\$35,000/\$70,000

\$50,000/\$100,000

\$100,000/\$300,000

\$100,000/\$300,000

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NON-STACKED Premium \$2 \$3 \$4 \$11 \$16

\$18

\$29

\$35

01/15/13

Today's Date:



Customer Vehicles Drivers Discounts Quote

Lowest Limits*

<u>\$2775/mo.</u>

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\$27.75 plus 5 monthly payments of only \$27.75 each 6 month total policy premium: \$136.50

Coverage	Limits	Premium
Bodily Injury Liability(BI)	\$20,000/\$40,000	\$33.40
Property Damage Liability(PD)	\$10,000	\$50.70
Personal Injury Protection Coverage		\$25.10
Personal Injury Protection(PIP)	\$10,000/\$1,000 deductible	
Additional Personal Injury Protection C	Coverage	N/A
Additional Personal Injury Protection(APIP)		
Uninsured Motorist Coverage		
Cannot be higher than your Bodily Inju	ry (BI) limit	
Stacked	\$20,000/\$40,000	\$11.40
Underinsured Motorist Coverage		
Cannot be higher than your Bodily Inju	ry (BI) limit	
Stacked	\$20,000/\$40,000	\$15.90
Funeral Expense and Death Benefit	I decline	N/A
Wage Loss Benefits	l decline	' N/A
Comprehensive(COMP)		
2001 HONDA ACCORD EX	L decline	N/A
Collision(COLL)		
2001 HONDA ACCORD EX	i decline	N/A
Emergency Road Service(ERS)		
Requires Comprehensive or Collision	· ·	
2001 HONDA ACCORD EX	Idecline	N/A
Rental Reimbursement(RR)		
Requires Comprehensive		2114
2001 HONDA ACCORD EX	i decline	N/A
Continue to Purchase		

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- View Applicant Information
- Print Detailed Quote
- <u>View All Quotes</u>

Applied Discounts!

Restraint	\$10.70
Partnership Organization	\$9.00
Five-year Accident free Good Driver	\$20.50
Total Discount	\$40.20

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Lowest Limits*			
<u>\$2775/mo.</u> • <u>Most Popular</u>			
<u>\$2865/mo.</u>			
Lowest Limits Plus <u>Comprehensive Coverage</u> \$3110/mo.			
Build Your Own Quote			
<u>\$2940/mo.</u>			
Jur licensed agents can help you 24 hou	irs a day, every day of the year.		
Continue to Purchase			
Start Your Policy Today for			
\$29.40			
olus 5 monthly payments of only \$29.40 each			
month total policy premium: \$146.40		D and an	
Coverage Bodily Injury Liability(BI)		Premium \$43.30	Click for C
Property Damage Liability(PD)	\$50,000/\$100,000		
	\$10,000	\$50.70	
Personal Injury Protection Coverage		\$25.10	
Personal Injury Protection(PIP)	\$10,000/\$1,600 deductible	N7/4	
Additional Personal Injury Protection C	Coverage	N/A	
Additional Personal Injury Protection (Additional Personal Injury Protection (APIP)	Coverage	N/A	
Additional Personal Injury Protection (Additional Personal Injury Protection (APIP) Uninsured Motorist Coverage	<u>Coverage</u>		
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