

MINUTES OF THE MEETING
BUSINESS AND INDUSTRY COMMITTEE
MONTANA STATE SENATE

March 11, 1983

The meeting of the Business and Industry Committee was called to order by Chairman Allen Kolstad on March 11, 1983, at 10:05 a.m., in Room 404, State Capitol

ROLL CALL: All members of the committee were present.

CONSIDERATION OF HOUSE JOINT RESOLUTION 18: A Joint Resolution of the Senate and the House of Representatives of the State of Montana requesting that a committee of legislators be assigned to review the final power plan developed by the Pacific Northwest Electric Power and Conservation Planning Council and to make appropriate recommendations.

Representative Joe Quilici stated this bill is requesting that a committee of legislators be assigned to review and implement this Northwestern Planning Council which is an act granted by the U. S. Congress. This resolution asks that a committee of legislators four from the Senate and four from the House, two from each side, be appointed by the President of the Senate and the Speaker of the House to serve on this committee. This will be funded by federal funds that come out of the budget of the Northwestern Planning Council. Congress had requested that the Northwestern Planning Council draft a 20-year power plan. He showed the committee a copy of that plan. They will evaluate the objectives within this 20-year draft. It is important that we get this type of resolution through and that we appoint the proper people to this particular committee. This committee will be asked to suggest legislation to Montana.

PROPOSERS TO HOUSE JOINT RESOLUTION 18: Gene Phillips, Pacific Power and Light stated they were involved in the drafting and lobbying of the U. S. Congress. They support this resolution.

Don Reed, Montana Environmental Information Center, stated we have been involved in the power process. It is going to be crucial and will affect everyone in Montana. Under the provisions of the Power Act if states do not respond adequately they will be subject to a surcharge from the BPA.

There were no further proponents and no opponents.

QUESTIONS FROM THE COMMITTEE: Senator Goodover asked was this provided by the Power Act? Representative Quilici stated this is built into the Power Act. This is so the states can form a committee to approve remedial legislation so that Montana will have a say.

Senator Goodover stated the Council has requested a committee of Montana legislators to review the 20-year plan. When will it be available? Representative Quilici stated this is it.

Senator Goodover asked when does it have to be completed? Representative Quilici stated it will be completed by the next biennium.

Senator Regan stated I notice your method of appointment. Why doesn't

the minority and majority leaders appoint? Senator Kolstad stated it is done both ways on different resolutions, as I understand.

Senator Dover asked are these people going to be paid on this committee? Representative Quilici stated they will be paid out of federal funds by the Council.

In closing, Representative Quilici stated he hopes the committee concurs in this resolution.

The hearing was closed on House Joint Resolution 18.

ACTION ON HOUSE JOINT RESOLUTION 18: Senator Fuller made the motion that House Joint Resolution 18 Be Concurred In. Senator Dover seconded the motion.

The committee voted unanimously, by voice vote, that HOUSE JOINT RESOLUTION 18 BE CONCURRED IN.

Senator Dover will carry this bill on the floor.

CONSIDERATION OF HOUSE JOINT RESOLUTION 16: A Joint Resolution of the Senate and the House of Representatives of the State of Montana requesting an interim study of provisions governing motor vehicle liability insurance in Montana.

Representative William (Red) Menahan stated he introduced a bill in the House to have a drivers insurance rather than you as an individual having to have each car listed on the policy. He tried to buy drivers insurance so if you had three cars you had to have drivers insurance. You would have the insurance not the car; however, you cannot have it this way. There is another resolution, House Joint Resolution 29, that Representative Ramirez introduced to have this type of insurance. I think it should be studied and see if it can be done. This is a giant industry and we are a small state. Maybe we can start out as a pilot program and then include the entire state. Your car doesn't pay the bills you do and it should be on the driver. He would like to see the concept turned.

PROPOSERS TO HOUSE JOINT RESOLUTION 16: Norma Seiffert, Chief Deputy, Montana Insurance Department, stated she agrees there should be a study made on this. She realizes it will take some funding; however, she wants to go on record of supporting this concept.

Roger McGlenn, Independent Insurance Agents Association of Montana, stated he would like to go on the record in support of this bill.

There were no further proponents and no opponents.

QUESTIONS FROM THE COMMITTEE: Senator Goodover asked do all of these proponents agree with House Joint Resolution 29? Mr. McGlenn stated yes they did.

Senator Dover asked this is just liability? Representative Menahan stated yes.

Senator Dover asked how about if someone goes through a red light and has a collision? Representative Menahan stated there is a possibility that if you buy comprehensive on the automobile maybe that should be changed that you want to buy a premium for the worth of the car.

Senator Dover stated that is not addressed in this resolution. Representative Menahan stated no, the law says you must have liability.

Senator Goodover stated I think most drivers have a blanket policy because if you rent a car you are not insured. You have to have liability coverage for any car you drive anymore. Representative Menahan stated yes, but if I go to get insurance and you have a car that is not driven all the time, everytime you want to drive that car you need to call the insurance company. If you have three cars you can only drive one at a time. Why should you be paying insurance on something you are not using?

Senator Kolstad stated in other words it would be much cheaper to insure the driver instead of insuring 20 vehicles. Representative Menahan stated the industry does not want to go along with this because they would not be making money.

Senator Goodover asked is this a study and all of that will come out? Senator Kolstad stated yes.

Representative Kitselman stated you have a number of things you already underwrite the drivers as well as the type of automobile and the type of driving he does. They are all calculated. There is fleet coverage. The reason they support this study is because it is a simple solution to a complex problem. You do have reciprocity agreements with other states. It is complex and he would urge the study.

Senator Christiaens asked in this resolution it does not specifically indicate the number of people, the make-up, how it is going to be paid for and I think if it is that pressing of a matter have the insurance people pay for it. On another bill, State Farm has agreed to pay the entire cost. As you may or may not know there was a recent case that went before the Supreme Court. If you had liability insurance on your pickup and you had your own business of a trucking industry and you were in an accident and had no insurance the private insurance on your car was responsible for the truck. If this goes through, I want to be sure that is included.

Senator Regan stated she does not have any problems with this study if it is chosen as an interim study but I do think it is inappropriate to ask someone else to pay for legislative studies. Somehow it should come from the budget.

Senator Goodover stated the Legislative Council budgets a certain amount of money for studies. They are prioritized and if this falls within that it is paid for.

Senator Christiaens stated he has no problem with those types of things but when you have an industry that the changes would effect their

industry I think the industry should take care of it.

Senator Goodover stated I think we should have action on this when we hear House Joint Resolution 29 on April 1, 1983.

The hearing was closed on House Joint Resolution 16.

CONSIDERATION OF HOUSE BILL 571: An act to provide for the regulation of interest rates on life insurance policy loans.

Representative Les Kitselman stated basically this is a change from the present method of fixed interest rates on policies to those that are now flexible using Moody's Bond Index. The problem is caused because a lot of consumers borrow money from their policy. This creates a drain on the reserve that the insurance company must have. Those that do not borrow money from their policies would receive a higher dividend than those who do borrow. When they had 22% interest those who borrowed on their policy received 15%.

PROPOSERS TO HOUSE BILL 571: Lester H. Loble, II, American Council of Life Insurance stated he supports this bill. His written testimony is attached to the minutes. (Exhibit No. 1 and 2)

Elmer Hausken, Montana Association of Life Underwriters, stated we support these bills because they are beneficial to the insurance consumer in Montana.

Louise Ford, State Auditor, Insurance Department, stated we have no objection to this bill. We feel it is in the best interest of the consumer.

There were no further proponents and no opponents.

QUESTIONS FROM THE COMMITTEE: Senator Dover asked I can see it for a mutual company where the money will go back to the policyholder, where if a regular stock insurance company will do only one of two things unless the company is willing to lose money. Once you buy a policy, the premiums are set. A mutual company can buy it back in dividends or stock. Maureen McGrath stated when the stock company sets their premium rates they have to set risk factors into the premiums. Many stock companies are now selling or issuing policies which reflect more what a mutual insurance would issue. It is not as fixed or locked.

Senator Kolstad stated I have always been under the impression that the cash values belonged to the policyholder. Mr. Loble stated that is not the case.

Senator Regan stated I can't let them get away with it. There is a difference between term insurance and whole life. Mr. Loble stated yes. Senator Regan stated one of the greater differences is if you are young and in good health you can buy term insurance. You can buy whole life with a lesser premium or you can buy paid up life where the premium is higher and the length of time you pay is shorter. She drew a graph for the committee. The amount of money that is going to pay

your life insurance is the shaded area. Then the money between here is excess premium which you have collected which is in essence a savings account because if I were to go in and get a loan on my \$10,000 policy with a cash value of \$3,000 and I were to "kick off" tomorrow my beneficiary would collect \$7,000. I don't know how you can say that those excess premiums are not yours. Actually, what you are doing is self-insuring. You really have decreasing benefits. I am asking you to treat the difference between term insurance and the difference between the premium you paid to insure you and the excess money you have paid in which becomes a savings account on which you are paid some rate of return. Small though it may be.

Senator Dover asked don't most of those policies also have provisions on the event of your death there is that much more insurance you will be paid? Mr. Hausken stated cash value is no more than a contractual reserve. This belongs to the company. If you borrow that out then the face value is reduced by that amount. The cash value reserve is being established to meet the face value of the policy. In addition to that there may be dividends to buy additional life insurance.

Senator Kolstad asked if this passed it would not effect any policy already issued, is that true? Mr. Hausken stated yes.

Representative Kitselman stated if the person does not borrow from their cash value they will receive a larger percentage. The percentage is 2 1/2%. The advantage for those who do not borrow if they are actually going to receive more money because the company does not have to pool this from the reserves. Every policy that is written now you can see that guaranteed interest rate change to the current 8% and those will remain the same as long as that contract is in force.

About two years ago the insurance loan rate was 6%. Do you still offer 6%? Representative Kitselman stated no. Ms. McGrath stated there are some companies that still offer this Penn Mutual and Life of Montana.

Senator Fuller asked him to describe the nature of those investment mortgages, what is the annual amount of premiums paid by Montana? Representative Kitselman stated one is the Sheritan Hotel financed by Northwestern National Life. Northwestern Mutual also bought a block of mortgages. John Hancock had \$27 million in farm and ranch and there is a sprinkler system in Livingston as far as the premium goes.

Senator Fuller stated I am trying to get the proportion of what Montanans invest. Mr. Loble stated \$121 million.

Senator Goodover stated I think a lot of people own health and accident policies. I have paid on one for 35 years and now it is cancelled because I am over 65. For 35 years I have paid on it, does that mean I own a piece of the rock? Senator Regan stated if you want to own a piece of the rock buy stock.

Senator Christiaens stated on the interest rate are we drawing simple interest? Mr. Carroll stated the interest is added to the loan and it is compounded.

Senator Christiaens asked are you aware then almost all retail installment contracts are going simple interest and why do you feel you have to be the exception here? Senator Goodover stated there is a law in effect in Montana since 1977 that gives the purchaser of the policy the option of making the payments in advance or at the end of the year. That insurance companies want the money in advance so then they can invest it for 14-18%. That is on the books at the present time unless one of these bills repeals it. Ms. McGrath stated no.

Senator Gage asked do you anticipate companies will issue under the fixed and variables? Ms. McGrath stated yes.

In closing, Representative Kitselman stated this is permissive and offers another form of loan to the consumer. It is accepted in Wyoming and Idaho and he knows some agents who cross the Wyoming border to sign the policy and as far as the consumer goes we should offer them this type of policy.

The hearing was closed on House Bill 571.

CONSIDERATION OF HOUSE BILLS 572 and 592: An act to amend the Montana Insurance Code Standard Valuation Law.

An act to generally revise the Montana Insurance Code Standard Non-forfeiture Law for life insurance.

Representative Kitselman stated this changes the Commissioners ordinary standard table from 1958 to 1980 and has some other change in the annuity morbidity table.

PROPOSERS TO HOUSE BILL 572 and 592: Bill Carroll stated he is on the staff of the American Council of Life Insurance. House Bill 572 amends your standard valuation law and House Bill 592 amends the non-forfeiture law. As Senator Regan's graph indicates the simplest type is term insurance. The company has no need to save up money of this premium. In whole life it becomes necessary for the company to set up portions of the premiums so that in later years when the premium is not enough the interest on that fund will be sufficient to keep going. The formula is complicated. They do not want to set the reserves so high that the premium becomes a burden. This updates the interest rates, updates the morbidity table, and grants permission to update the tables.

Elmer Hausken stated he supports House Bill 572.

Louise Ford stated she works with the filing of rates and forms. There are no objections to the bills. It is in the best interest of the consumer.

There were no further proponents and no opponents.

QUESTIONS FROM THE COMMITTEE: Senator Christiaens asked would you explain to me on page 2 of this bill, section (i), line 11, where we are talking about female risks? Mr. Carroll stated this bill does set valuation standards and does set specific mortality tables to set minimum standard

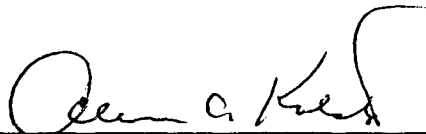
for reserves they hold. The 1980 tax is sex distinct which means there is a separate table for males and a separate table for females. Mr. Loble pointed out that is existing law.

Senator Regan asked in view of Article 2, section 4, you are charged with the regulating of insurance companies and I assume you took the oath of office to uphold the Constitution. If you read Article 2, section 4, neither the state nor any firm shall discriminate against any person on the basis of sex. Have you pointed out this problem to the insurance companies? Mrs. Seiffert stated I don't feel it is discriminatory. It is based on an actuarial basis. I feel it would be reverse discrimination to charge women more because their mortality rate is different.

In closing, Representative Kitselman urged passage of these bills.

The hearing was closed on House Bills 572 and 592.

ADJOURN: There being no further business, the meeting was adjourned at 11:10 a.m.



ALLEN C. KOLSTAD, CHAIRMAN

STANDING COMMITTEE REPORT

March 11

19 83

MR. PRESIDENT

We, your committee on BUSINESS AND INDUSTRY

having had under consideration HJR 18 Bill No.

QUILICI (DOVER)

Respectfully report as follows: That HJR 18 Bill No.

BE CONCURRED IN

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CAE

HB 571 -- ADJUSTABLE POLICY
LOAN INTEREST RATE LEGISLATION

Mr. Chairman, members of the Committee: My name is Lester H. Loble, II. I speak in support of HB 571 providing for the periodic adjustment of policy loan interest rates. I represent the American Council of Life Insurance (ACLI). ACLI has 572 member companies who write 95% of the life insurance in force in the United States. HB 571 is a model bill adopted by the National Association of Insurance Commissioners (NAIC), of which our Insurance Commissioner is the senior member in terms of service and is on the Executive Committee. I have attached Example 1 to my remarks. It is a resolution adopted November 4, 1981 by the Conference of Insurance Legislators (COIL). This is an organization of state legislators such as yourselves who are interested in insurance legislation.

It must be remembered that an insurance policy is a contract. The policy owner agrees to pay periodic premiums to the insurance company. The insurance company agrees to pay the face value of the policy when the insured dies. The insurance company is not a bank. It does not hold the money for the insured. The insurance company pays the full amount of the policy whether the insured dies in the second year the policy is in force or the 40th year the policy is in force. It is not returning the same premium dollars collected from each individual insured.

Whole life insurance policies must -- under Montana law -- contain a provision permitting the policy owner to borrow money from the insurance company and to secure the loan with the cash value of

the policy. Given this requirement, it is only fair that the interest on policy loans reflect current market conditions.

Let us consider the following:

1. Companies must make loans.
2. The loan rate currently cannot exceed 8%.
3. When cash is diverted to low interest rate loans the cash cannot be invested at market rates.
4. The overall return on investments is then reduced.
5. The investment return has a direct and immediate effect on premiums charged to the policyholder and dividends paid to the policyholder. Example 2 shows that a policy with an adjustable loan rate will have a bigger dividend than a policy with an 8% loan rate. This is because all of the company's investments backing this policy, including policy loans, will be made at the current market rate.
6. Premiums and dividends affect all policyholders whether they borrow or not.

Studies done by ACLI show, by and large, the large policyholders borrow and the small ones don't. This means, in effect, that the small policyholders are subsidizing the borrowing of the large policyholders.

Of more dramatic concern to Montana, though, is this. Insurance companies have a most important role in capital formation here and elsewhere. There has been a great deal of interest this session in finding funds to invest in Montana -- venture capital -- whether those be coal tax funds or other type funds. Example 3 shows the dollar value of mortgages owned by life insurance companies in Montana. As you can see there was practically \$540,000,000 of

mortgages of various types owned in Montana by life insurance companies in 1981. These are loans for farms, ranches, homes, office buildings and hotels. If a life insurance company is forced to loan its funds to policyholders at rates well below market then this very important source of capital for Montana will not be available.

Accordingly HB 571 proposes a dynamic measure of the maximum loan rate. The loan rate for policies issued after October 1, 1983 would be structured so that the rate corresponded to the Moody's Composite Average Yield on Corporate Bonds. This bill would not affect existing policies. But for new policies the policy loan rate could be structured so that its maximum rate is the Moody's composite index. If the Moody's composite index went up, the interest rate could go up. If the Moody's composite index came down then interest rates would have to come down. Raising the interest rate is optional but lowering it is mandatory.

As you can see from page 2, Section 4 of the bill, the bill provides for an option. A company may choose to remain under the existing law requiring a maximum interest rate of not more than 8% or it could insert the adjustable or flexible loan rate in its policy. Note on page 3 of the bill at line 2 the maximum rate must be calculated at least once a year but not more than four times a year. Unless the rate moved up or down half a percent or more, there could be no change in the interest rate of the policy. Note that at line 7, page 2, if there is an increase it is discretionary with the insurance company but at line 10, page 2 if there is a decrease then it is mandatory. The interest rate must come down. The balance of the bill sets forth the notice,

RESOLUTION NO. 3

Variable Loan Interest Rates

WHEREAS, our economy has for the past two years continued to experience extraordinarily high market interest rates, while interest rates on loans against whole life insurance policies are generally limited by statute to a maximum of 8%; and

WHEREAS, this spread between market interest rates and policy loan interest rates has created an unprecedented demand by policyholders for loans, which demand has in turn caused severe cash flow problems for life insurance companies, and an increased subsidization by small policyholders of large policyholders; and

WHEREAS, in response to these problems the National Association of Insurance Commissioners at its December 1980 meeting adopted a Model Policy Loan Interest Rate Bill which permits life insurance policies to contain a provision for a fully adjustable interest rate tied to a corporate bond index which reflects market rates as an alternative to the 8% maximum rate; and

WHEREAS, in June 1981, committees of the National Association of Insurance Commissioners and the Conference of Insurance Legislators jointly issued a statement urging support of the new Model Policy Loan Interest Rate Bill;

NOW, THEREFORE, BE IT RESOLVED that the Conference of Insurance Legislators, in convention assembled this 4th day of November, 1981 in Kansas City, Missouri, recognizing these events and the continuing problems resulting from statutorily fixed policy loan interest rates, adopt the National Association of Insurance Commissioners Model Policy Loan Interest Rate Bill as a Conference of Insurance Legislators Model Policy Loan Interest Rate Bill and support and urge its enactment in each state.

Illustrative Dividends Based on Current Dividend Scale

NEW YORK LIFE INSURANCE COMPANY

Whole Life Non-Smoker

AGE: Male 35

Annual Premium: \$1,482

Face Amount: \$100,000

<u>End of Policy Year</u>	<u>8% Rate</u>	<u>Adjustable Rate</u>	<u>% Increase</u>
1	\$ 0	\$ 0	0
2	0	0	0
3	194	194	0
4	237	272	13.0%
5	284	355	20.0%
6	332	440	24.5%
7	381	528	28.0%
8	432	620	30.0%
9	484	712	32.0%
10	535	807	34.0%
11	591	904	35.0%
12	681	1,005	32.0%
13	775	1,111	30.0%
14	874	1,220	28.0%
15	973	1,331	27.0%
16	1,074	1,447	26.0%
17	1,178	1,565	25.0%
18	1,283	1,685	24.0%
19	1,389	1,807	23.0%
20	1,500	1,933	22.0%

1981 MORTGAGES OWNED BY LIFE INSURANCE COMPANIES
IN MONTANA

Farm Loans	\$374,500,000
Non Farm Loans - FHA	17,400,000
Non Farm Loans - VA	3,200,000
Non Farm Loans - Conventional	<u>144,800,000</u>
	\$539,900,000

Source: Life Insurance Facts, American Council
of Life Insurance, Washington, D.C.

HB 571: REGULATES INTEREST RATES ON LIFE INSURANCE POLICY LOANS
SPONSORED BY KITSELMAN, HARPER AND YARDLEY

HB 571 will permit (but not require) life insurance policies issued after October 1, 1983 to provide for an adjustable loan rate. Alternatively, policies could remain subject to the existing ceiling of 8%.

HB 571 should "BE CONCURRED IN" because the bill is:

--Supported by Montana Insurance Commissioner.

--A Model Act adopted and supported by the National Association of Insurance Commissioners, the state officials who regulate insurance companies.

--Supported by Montana Association of Life Underwriters.

--Endorsed by the Conference on Insurance Legislators (COIL).

Companies are required by law to make loans. The present ceiling is 8%. Policyholders with large policies have been borrowing against their policies and reinvesting the loan in short-term treasury notes. This diversion of premium dollars to low interest loans reduces the overall rate of return on the company's investments. A lower rate of return has an immediate effect on premiums and dividends. Accordingly, small policyholders have been subsidizing large policyholders in two ways: (1) new policies have higher premiums than would be the case if the market rate of return could be earned on all of the company's investments (including policy loans) and (2) dividends paid to policyholders are lower because investment return is lower (since cash is diverted to low interest loans).

Of importance to Montanans is that insurance companies invest large amounts in the Montana economy, including loans to farmers, ranchers, home owners, business owners and hotel owners. In Montana life insurance companies owned mortgages worth \$540,000,000 in 1981. To the extent premium dollars are diverted to low interest loans, they are not available to invest in Montana.

The interest rate would be tied to the Moody's Composite Average Yield on Corporation Bonds. The Moody's Composite does not fluctuate wildly like the prime rate. It reflects the type of conservative investments that an insurance company must make.

Adjustable loan rates are permitted in 39 states by law or regulation and in all of Montana's neighboring states.

The bill received a unanimous "DO PASS" recommendation from the House Business and Industry Committee, passed 76-8 on House second reading and 88-11 on House third reading.

Please recommend "BE CONCURRED IN" on HB 571.

HB572--TO AMEND STANDARD VALUATION LAW
SPONSORED BY KITSELMAN, HARPER AND YARDLEY

This bill amends the laws relating to the interest rate assumed in the calculation of life insurance policy reserves. This bill strikes the proper balance between the need for solvency and the need for companies to set competitive prices for their insurance policies. The use of a higher interest rate assumption for calculating policy reserves means that a life insurance company does not need to set aside as much in policy reserves to pay future benefits since a larger share of these benefits is assumed to be payable from higher future interest earnings.

--The bill provides a mechanism for automatic annual updating. The statutory interest rates are redetermined annually. The new rate applies to new business for the year but doesn't apply to prior years.

--Once set for a particular policy, the interest rate does not change.

--The statutory interest rate is a blend of a basic rate of 3% and a rate that is representative of current investment yield rates: the Moody's Composite Average Yield on Corporate Bonds. The Moody's index is a widely published, broadly based, and historically stable interest rate that is representative of the general level of yields in the type of investments traditionally made by insurance companies.

--This is a model bill, adopted and supported by the National Association of Insurance Commissioners, who regulate insurance companies in all the 50 states.

--The bill is supported by the Montana Insurance Commissioner.

--The bill is supported by the Montana Association of Life Underwriters.

--The bill received a unanimous "DO PASS" recommendation from the House Business and Industry Committee, passed 80-3 on House second reading and 94-5 on House third reading.

Please recommend "BE CONCURRED IN" on HB 572.

HB592 -- TO AMEND STANDARD NONFORFEITURE LAW
SPONSORED BY KITSELMAN, HARPER AND YARDLEY

This bill amends the law relating to nonforfeiture, that is, benefits which cannot be forfeited when an insured terminates his life insurance policy.

--It changes the interest rate which is assumed to be the rate of return which the insurance company earns on the investments it has made to fund payment of policy benefits.

--The basic interest rate used in the Moody's Composite Average Yield on Corporate Bonds. The bill links the assumed rate of interest to the Moody's composite in a weighted fashion, so that changes in the assumed rate are smaller than changes in Moody's but follows the same trend.

--This bill will keep nonforfeiture laws current with current economic conditions; it also strikes the necessary balance between the policyholder who terminates his policy and the one who does not. It requires that he receive fair benefits upon termination, but not benefits that will penalize the remaining policyholders who keep their policies in force.

--This is a model bill, adopted and supported by the National Association of Insurance Commissioners.

--It is supported by the Montana Insurance Commissioner.

--It is supported by the Montana Association of Life Underwriters.

--It received a unanimous "DO PASS" recommendation from the House Business and Industry Committee, passed 80-3 on House second reading and 90-7 on House third reading.

Please recommend "BE CONCURRED IN" on HB 592.

DATE _____

COMMITTEE ON

BUSINESS & INDUSTRY

3-11-83

VISITORS' REGISTER

[illegible]

(Please leave prepared statement with Secretary)

(This sheet to be used by those testifying on a bill.)

NAME: DON REED DATE: 3/11/83

ADDRESS: P.O. Box 1184, Helena

PHONE: 443-2520

REPRESENTING WHOM? MEIC

APPEARING ON WHICH PROPOSAL: HJR 18

DO YOU: SUPPORT? ✓ AMEND? OPPOSE?

COMMENT:

Power Act will affect everyone in Montana.
HJR 18 is necessary to formulate an intelligent
response.
If we fail to respond adequately, we will
be subject to surcharges from the BPA.

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.

NAME: LESTER H. LOBLE II DATE: 3/11/83

PHONE: 442 0070

REPRESENTING WHOM? American Council of Life Insurance
H.R.

APPEARING ON WHICH PROPOSAL: ^{HBS} 571, HBS 572, HBS 592

DO YOU: SUPPORT? ✓ AMEND? _____ OPPOSE? _____

COMMENT: _____

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.

(This sheet to be used by those testifying on a bill.)

NAME: ELMER HAUSKEN DATE: 5/11/83

ADDRESS: PO Box 617 HELENA, MT 59624

PHONE: OFF 443-6301 HOME 443-8319

REPRESENTING WHOM? MT ASSN LIFE AND

APPEARING ON WHICH PROPOSAL: HB 571 HB 572 HB 592

DO YOU: SUPPORT? ☒ AMEND? ☐ OPPOSE? ☐

COMMENT: THESE BILLS ARE BENEFICIAL TO THE
INSURANCE CONSUMER BY ESTABLISHING BETTER
ECONOMIC BASES FOR RATE STRUCTURES,
UPDATING WITH CURRENT CSO TABLES
EXAMPLE

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.

(This sheet to be used by those testifying on a bill.)

NAME: Louise Ford DATE: 3-11-83

ADDRESS: State Auditor - Insurance Dept

PHONE: 449-2996

REPRESENTING WHOM? Dept

APPEARING ON WHICH PROPOSAL: 571, 572, 592

DO YOU: SUPPORT? ☒ AMEND? ☐ OPPOSE? ☐

COMMENT:

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.

(This sheet to be used by those testifying on a bill.)

NAME: MAUREEN McGRATH DATE: 3/11/83

ADDRESS: 1850 K St. N.W., Washington, D.C. 20006

PHONE: (202) 862-4251

REPRESENTING WHOM? AMERICAN Council of Life Insurance

APPEARING ON WHICH PROPOSAL: H.B. 571

DO YOU: SUPPORT? ☒ AMEND? ☐ OPPOSE? ☐

COMMENT:

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.

(This sheet to be used by those testifying on a bill.)

NAME: William Carroll DATE: 3/11/

ADDRESS: 1850 K ST NW Washington DC

PHONE: 202-862-4162

REPRESENTING WHOM? AMERICAN COUNCIL OF LIFE INSURANCE

APPEARING ON WHICH PROPOSAL: HB-572-592

DO YOU: SUPPORT? ✓ AMEND? _____ OPPOSE? _____

COMMENT: _____

PLEASE LEAVE ANY PREPARED STATEMENTS WITH THE COMMITTEE SECRETARY.