

2. I am President of an association of Farmers agents called UFAA, which stands for United Farmers Agents Association. Beginning on Monday, April 9, 2001, I conducted a 31-hour survey of some agents, to determine their overall interest on two issues in regard to the Agency Profitability Bonus, the Underwriting Contract Value Bonus, the Auto Retention Bonus, and/or the Life Performance Bonus:

- (1) If Farmers miscalculated your eligibility for and/or the amount of your Underwriting Contract Value Bonus, Agency Profitability Bonus, Auto Retention Bonus and/or the Life Performance Bonus and, as a result, you are owed additional money, do you want to be paid the amount owed?
- (2) Do you support the concept of a current agent and a former agent in Texas pursuing these claims in Court (at no out of pocket expense to you) to force Farmers to pay the you the money you are owed instead of you having to sue Farmers individually and incurring all of the costs, expenses, and risks associated with such a pursuit? [I informed them that a yes or not answer did not obligate them in any way, but that it was simply a survey.]

3. I received 239 e-mail or facsimile responses from Farmers agents within the 31-hour deadline (less than 15 business hours), more than 20 of which were received within 15 minutes of my inquiry. Of the 239 Farmers agents who responded to the survey within the imposed deadline, the following were the results of the survey:

- a. 6 responses were returned without any response completed;
- b. 2 responses were returned without a response to the first question but had a "yes" response to the second question;
- c. 2 responses were returned with a "no" answer to the first question and a "yes" answer to the second question;
- d. 2 responses had "no" answered in response to each question; and
- e. 227 responses had "yes" answered in response to each question.

4. I am a Farmers agent in the State of Arizona. My answer to the above two survey questions is "yes." My answer is in addition to the above 227 "yes, yes" votes.

5. Further, affiant sayeth not."

Ralph Buchanan

SUBSCRIBED AND SWORN TO BEFORE ME this ____ day of April 2001.

Notary Public in and for
the State of Arizona

My Commission Expires:
