

Farm Family Casualty Insurance Company
 193 R Application
 Group Marketing Program
 Eff 04/01/10

193R Application Spreadsheet															
Year Plan Will be Applied															
	2010														
INSURANCE COMPANY*	GROUP NAME*	STREET ADDRESS	CITY/TOWN	STATE	ZIP	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	CU, E,M,U GROUP TYPE**	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	AGENCY OR MKT. REP.	EXPERIENCE SUBMITTED YES OR NO
Farm Family Casualty Insurance Company	Farm Family Casualty Insurance Company Employees	Route 344 9W	Glenmont	NY	12077	AUTO (A)	-20.00%	4/1/2011	E	604	15	13	4/1/2008	Cheryl Loranger, Agent Acushnet, MA 02743	No
														Mike Emond, Agent North Andover, MA 01845	
														Richard Blair, Agent Carver, MA 02330-1527	
														Francis Bingham, Agent Dedham, MA 02026-6826	
** Group Type - E = employee, CU = credit union, M = all other member groups, U = unions															
														Robert Sinopoli, Agent Great Barrington, MA 01230	
														Curtis Forsyth, Agent Greenfield, MA	
														Steven Charette, General Agent North Andover, MA 01845	
														Chad Meyer, Agent Easthampton, MA	
														Richard Simonian, Agent Northborough, MA 01532-1956	
														Jeff Pichierri, Agent Northborough, MA 01532-1956	
														Mark Sylvia, Agent Osterville, MA 02655-1913	
														Diane Mason, Agent Southwick, MA 01077-9367	
														Dale Johnson, Agent Ugone-Johnson Insurance Agency Topsfield, MA 01983	
														Maureen O'Mara, Agent Williamstown, MA 01267-0112	
														Thomas Carroll, Agent Worcester, MA 01602	

Farm Bureau Casualty Insurance Company
Expense
Group Marketing Program
Eff 04/01/10

Year Plan Will be Applied		<u>2011</u>					
Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per unit associated with the group marketing plan							
		(1)	(2)	(3)	(4)		
		Expenses Assumed	Expenses Associated	Reasons for	Requested		
INSURANCE		In Insurer's Rates	With Group Marketing	Expensed	Group Rate		
COMPANY	GROUPNAME	Currently On File	Plan	Difference	Deviation		
Farm Family Casualty Insurance Company	Farm Family Casualty Insurance Company Employees	28.5%	23.5%	Lower Acquisition Costs	-20.0%		

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Farm Family Casualty Insurance Company 2011 Group Marketing clients.

We have verified that it is the intention of each of the following clients to participate in the Group Marketing program within their organization for the year 2011 and have confirmed their participation to them in writing:

Alphabetical List (vertical)

- Massachusetts Farm Bureau Federation
- Farm Family Casualty Insurance Company

You may contact any of our clients to verify information and confirm participation.

A handwritten signature in cursive script that reads "Eleanor Perry". The signature is written in black ink on a white background.

Eleanor Perry
Compliance Analyst