

<b>193R Application Spreadsheet</b>							<b>PROPOSED</b>	<b>PROPOSED</b>	
<b>INSURANCE</b>		<b>STREET</b>				<b>AUTO (A) or</b>	<b>RATE</b>	<b>EFFECTIVE</b>	<b>GROUP</b>
<b>COMPANY</b>	<b>GROUP NAME</b>	<b>ADDRESS</b>	<b>CITY/TOWN</b>	<b>STATE</b>	<b>ZIP CODE</b>	<b>HOME (H)</b>	<b>DEV. (0.0%)</b>	<b>DATE</b>	<b>TYPE</b>
Metropolitan Property and Casualty	Ledvance	200 Ballardvale St	Wilimington	MA	01887	Auto	10%	1/1/2017	E
Metropolitan Property and Casualty	OSC Sports	5 Bradley Dr.	Westbrook	ME	04092	Auto	5%	1/1/2017	E
Metropolitan Property and Casualty	Stantec Consulting Services	8211 S 48th St	Phoenix	AZ	85044	Auto	5%	1/1/2017	E
Metropolitan Property and Casualty	Teleflex Incorporated	550 E Swedesboro Road, Suite 400	Wayne	PA	19087	Auto	5%	1/1/2017	E
Metropolitan Property and Casualty	United Natural Foods, Inc.	313 Iron Horse Way	Providence	RI	02908	Auto	5%	1/1/2017	E

<b>TOTAL</b>	<b>ELIGIBLE</b>	<b>NUMBER</b>	<b>ORIGINAL</b>		<b>PRODUCER OR</b>	<b>EXPERIENCE</b>
<b>NUMBER</b>	<b>NUMBER</b>	<b>OF CURRENT</b>	<b>PLAN</b>	<b>PRODUCER OR</b>	<b>MARKETING REPRESENTATIVE</b>	<b>SUBMITTED</b>
<b>IN GROUP</b>	<b>IN GROUP</b>	<b>INSUREDS</b>	<b>DATE</b>	<b>MARKETING REPRESENTATIVE</b>	<b>CONTACT INFORMATION</b>	<b>YES OR NO</b>
1600	240			GEORGE THOMAS	1-800-GETMET-8	No
2428	559			DANIEL QUARTUCIO	1-800-GETMET-8	No
6000	470			Timothy Wright	1-800-GETMET-8	No
2754	256			MARK PRASALOWICZ	1-800-GETMET-8	No
7786	320			MONICA BURNETT	1-800-GETMET-8	No

**EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING RATE DEVIATIONS**

Year Plan Will be Applied

2016

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 rate deviation.

<b>INSURANCE COMPANY</b>	<b>GROUPNAME</b>	<b>(1) Expenses Assumed In Insurer's Rates Currently On File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
Metropolitan Property and Casualty	Ledvance	23.0%	20.2%	Lower Acquisition Costs	10%
Metropolitan Property and Casualty	OSC Sports	23.0%	20.2%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty	Stantec Consulting Services	23.0%	20.2%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty	Teleflex Incorporated	23.0%	20.2%	Lower Acquisition Costs	5%
Metropolitan Property and Casualty	United Natural Foods, Inc.	23.0%	19.2%	Lower Acquisition Costs	5%

**PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS**

<insert year below>

2016

Year Plan Will be Applied

Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

**INSURANCE  
COMPANY**

**GROUPNAME**

<b><u>Earned Premium</u></b>		
<b>2013</b>	<b>2014</b>	<b>2015</b>

<u>Incurring Loss Incl. IBNR</u>			<u>Incurring Loss Ratio</u>			
2013	2014	2015	2013	2014	2015	3 Yr. Total

MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Metropolitan Property and Casualty Insurance Company 2016 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 2016 and have confirmed their participation to them in writing:

Ledvance
OSC Sports
Stantec Consulting Services
Teleflex Incorporated
United Natural Foods, Inc.

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

Chris Rhodes  
Vice President