193R Application Spreadshee	et															$\overline{}$
							PROPOSED	PROPOSED	GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL	PRODUCER OR MARKETING REPRESENTATIVE Kaplansky Insurance Agency, Inc.	PRODUCER OR MARKETING REPRESENTATION CONTACT INFORMATION	EXPERIENCE
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	CTATE	ZID CODE	AUTO (A) or	RATE	EFFECTIVE	TYPE	NUMBER	NUMBER	OF CURRENT	PLAN	PRODUCER OR	MARKETING REPRESENTATION	VEC OR NO
Plymouth Rock Assurance Corporation	City of Marlboro - Employees	140 Main Street	Marlboro Marlboro	MA	01752	A HOME (H)	DEV. (0.0%)	1/1/2013	(CU, E, IVI, U)	1N GROUP	472	INSUREDS	01/01/13	Kanlansky Insurance Agency Inc	617-738-5400	NO NO
Trymouti Flock Assurance Corporation	Only of Manbolo - Employees	140 Wall Offeet	Wanboro	IVIA	01732		376	1/1/2010	_	412	412		01/01/10	requalisky insurance Agency, inc.	017-730-3400	110
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							PROPOSED	PROPOSED	GROUP	TOTAL	ELIGIBLE	NUMBER	ORIGINAL		PRODUCER OR	EXPERIENCE
INSURANCE		STREET				AUTO (A) or	RATE	EFFECTIVE	TYPE	NUMBER	NUMBER	OF CURRENT	PLAN	PRODUCER OR	MARKETING REPRESENTATIVE SUBMIT	
COMPANY	GROUP NAME	ADDRESS	CITY/TOWN	STATE	ZIP CODE	HOME (H)	DEV. (0.0%)	DATE	(CU, E, M, U)	IN GROUP	IN GROUP	INSUREDS	DATE	MARKETING REPRESENTATIVE	CONTACT INFORMATION	YES OR NO

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

Year Plan Will be Applied 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.

(2) Expenses Associated (4) Requested **Expenses Assumed** Reasons for INSURANCE In Insurer's Rates With Group Marketing Expensed Group Rate Deviation **COMPANY GROUPNAME Currently On File** <u>Difference</u> Plan Plymouth Rock Assurance Corporation 30.9% Lower Acquisition/Admin Costs 5.0% City of Marlboro - Employees 31.9%

(1)

(3)

		(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	<u>Plan</u>	<u>Difference</u>	<u>Deviation</u>

## PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO/HOME GROUPS AT LEAST 3 YEARS OLD WITH 1.000 OR MORE INSURED UNITS

Year Plan Will be Applied 2013
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			Earned Premium		<u>Ir</u>	curred Loss Incl. IBNF	3	Incurred Loss Ratio	3 Year	1
COMPANY	GROUPNAME								LR	
		2009Q4-2010Q3	2010Q4-2011Q3	2011Q4-2012Q3	2009Q4-2010Q3	2010Q4-2011Q3	2011Q4-2012Q3	2009Q4-2010Q3 10Q4-2011@11Q4-2012Q3	2009Q4-20120	23

## MASSACHUSETTS GROUP MARKETING NEW/RENEWAL AFFIDAVIT

Attached is the documentation required for the application for the listed Plymouth Rock Assurance Corporation Company 2013 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 2013 and have confirmed their participation to them in writing:

City of Marlboro - Employees

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

Gary M. Sjolin

Chief of Agency Marketing