

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Plymouth Rock Assurance Corporation	Century 21 North Shore	8 South Broadway	Salem	NH	03087	A	5.0%	07/01/16	E	400	300	0	07/01/16	New Fed Insurance LLC	781-241-1224	NO
Plymouth Rock Assurance Corporation	City of Beverly	191 Cabot Street	Beverly	MA	01915	A	5.0%	07/01/16	E	1,300	1,300	0	07/01/16	Appleby & Wyman Insurance Agency, Inc.	800-928-2289	NO
Plymouth Rock Assurance Corporation	Henke Sass Wolf	135 Schofield Avenue	Dudley	MA	01571	A	3.0%	07/01/16	E	160	140	0	07/01/16	Ripple Effect Insurance, Inc.	508-283-3250	NO
Plymouth Rock Assurance Corporation	Town of Leicester	One Washburn Square	Leicester	MA	01524	A	5.0%	07/01/16	E	450	435	0	07/01/16	Spaulding Insurance Agency, Inc.	508-892-7283	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.

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(1) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Plymouth Rock Assurance Corporation	Century 21 North Shore	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%
Plymouth Rock Assurance Corporation	City of Beverly	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%
Plymouth Rock Assurance Corporation	Henke Sass Wolf	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	3.0%
Plymouth Rock Assurance Corporation	Town of Leicester	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	5.0%

