

193R Application Spreadsheet															
Year Plan Will be Applied		2011													
INSURANCE COMPANY*		STREET ADDRESS		CITY/TOWN	STATE	ZIP	AUTO (A) or HOME (H)	PROPOSED RATE	PROPOSED EFFECTIVE DATE	CU, E,M,U GROUP TYPE**	TOTAL NUMBER IN GROUP	ELIGIBLE NUMBER IN GROUP	NUMBER OF CURRENT PLAN	ORIGINAL AGENCY OR MKT. REP.	EXPERIENCE SUBMITTED YES OR NO
Safety Insurance Company		Chatham Merchants' Association		P.O. Box 794	Chatham	MA	02633 A	3.0%	7/8/2011	M	90	90		Hub International	No

EXPENSE EXHIBIT FOR ALL AUTO & HOME 193R GROUP MARKETING PLANS

Year Plan Will be Applied

2011

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

<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
Safety Insurance Company	Chatham Merchants' Association	37.9%	29.2%	Lower Acquisition Costs and Lower Commission Paid	3.0%

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Safety Insurance 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:

Chatham Merchants' Association

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

Glenn Hiltbold, F.C.A.S.

Glenn Hiltbold, FCAS
Director – Actuarial Services