



193R Application Spreadsheet															
Year Plan Will be Applied															
	2011														
INSURANCE	PROPOSED	PROPOSED	CU, E, M, U	TOTAL	ELIGIBLE	NUMBER	ORIGINAL					EXPERIENCE			
COMPANY*	RATE	EFFECTIVE	GROUP	NUMBER	NUMBER	OF CURRENT	PLAN	AGENCY OR					SUBMITTED		
GROUP NAME*	STREET	CITY/TOWN	STATE	ZIP	AUTO (A) or	HOME (H)	DEV. (0.0%)	DATE	TYPE**	IN GROUP	IN GROUP	INSUREDS	DATE	MKT. REP.	YES OR NO
ADDRESS	STATE	ZIP	HOME (H)	DEV. (0.0%)	DATE	TYPE**	IN GROUP	IN GROUP	INSUREDS	DATE	MKT. REP.	YES OR NO			
The Premier Insurance Company of Massachusetts	Pace Industries	481 S. Shiloh Drive	Fayetteville	AR	77702	A	5.0	8/1/2011	E	2,581	227	0	4/1/2009	Premier Affinity	No
The Premier Insurance Company of Massachusetts	People's United Bank	One Goodwin Square	Hartford	CT	06103	A	5.0	8/1/2011	E	3,000	340	2	4/1/2009	Premier Affinity	No
The Premier Insurance Company of Massachusetts	PepsiCo, Inc.	700 Anderson Hill Road	Purchase	NY	10577	A	5.0	8/1/2011	E	55,000	490	3	8/1/2006	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Performance Food Group	12500 West Creek Parkway	Richmond	VA	23238	A	5.0	8/1/2011	E	9,000	272	18	3/1/2006	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Prime Time Club	35 Broadway	Taunton	MA	02780	A	4.0	8/1/2011	M	6,000	6,000	0	8/1/2009	Farrell Buckland Insurance Agency, I	No
The Premier Insurance Company of Massachusetts	Publicis USA	35 West Wacker Drive	Chicago	IL	60601	A	5.0	8/1/2011	E	10,388	649	0	8/1/2006	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Putnam Investments	One Post Office Square	Boston	MA	02109	A	5.0	8/1/2011	E	1,730	1,458	3	6/15/2006	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	QualxServ LLC	836 North Street	Tewksbury	MA	01876	A	5.0	8/1/2011	E	1,821	189	37	1/1/2001	DGP Miles Insurance Agency	No
The Premier Insurance Company of Massachusetts	Realogy	1601 Trapelo Road, Suite 24	Waltham	MA	02451	A	3.5	8/1/2011	E	15,000	610	0	12/15/2006	NRT Insurance	No
The Premier Insurance Company of Massachusetts	Regis Corporation	7201 Metro Blvd.	Edina	MN	55439	A	5.0	8/1/2011	E	44,000	661	2	8/1/2008	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Rite Aid Corporation	200 Newbury Commons	Etters	PA	17319	A	4.0	8/1/2011	E	40,840	1,471	12	8/1/2009	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Robert Half International, Inc.	4385 Hopyard Road	Pleasanton	CA	94588	A	5.0	8/1/2011	E	140,000	1,768	0	4/1/2009	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	SAP Americas	3999 West Chester Pike	Newton Square	PA	19073	A	4.0	8/1/2011	E	9,700	301	0	8/1/2009	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Seagate Technology	920 Disc Drive	Scotts Valley	CA	95066	A	4.0	8/1/2011	E	6,316	185	0	6/1/2010	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Sears Associates	3333 Beverly Road	Hoffman Estates	IL	06179	A	5.0	8/1/2011	E	308,100	5,913	0	6/1/2007	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Sears Retirees	3333 Beverly Road	Hoffman Estates	IL	06179	A	5.0	8/1/2011	E	144,500	2,885	0	6/1/2007	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Southcoast Health System Federal Credit Union	101 Page Street	New Bedford	MA	02740	A	3.0	8/1/2011	CU	5,100	2,350	834	1/1/1996	Hughes Insurance Agency	No
The Premier Insurance Company of Massachusetts	South Massachusetts Credit Union	123 Alden Road	Fairhaven	MA	02719	A	3.0	8/1/2011	CU	6,000	2,800	772	9/15/1995	Hughes Insurance Agency	No
The Premier Insurance Company of Massachusetts	SPX Corporation	13515 Ballantyne Corporate Place	Charlotte	NC	28277	A	5.0	8/1/2011	E	13,885	18	0	12/1/2005	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Staples, Inc.	500 Staples Drive	Framingham	MA	01702	A	4.0	8/1/2011	E	50,200	5,184	0	8/1/2009	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	Starbucks Corporation	24014 Utah Avenue, S#800	Seattle	WA	98134	A	5.0	8/1/2011	E	109,000	1,480	4	6/1/2007	Premier Affinity	No
The Premier Insurance Company of Massachusetts	State of Connecticut	55 Elm Street	Hartford	CT	06106	A	4.0	8/1/2011	E	65,000	2,500	0	5/1/2011	Smith Brothers Insurance Inc.	No
The Premier Insurance Company of Massachusetts	Target Corporation	1000 Nicollet Mall / TPS - 0765	Minneapolis	MN	55403	A	5.0	8/1/2011	E	367,709	7,200	0	4/14/2007	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	TD Banknorth, Inc. and its affiliates and subsidiaries	Two Financial Square	Portland	ME	01442	A	5.0	8/1/2011	E	8,703	2,038	379	12/1/2006	TD Banknorth Insurance Agency	No
The Premier Insurance Company of Massachusetts	The Hertz Corporation	225 Brae Boulevard	Park Ridge	NJ	07656	A	5.0	8/1/2011	E	15,061	183	0	4/14/2007	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	The Institute of Electrical and Electronic Engineers	445 Hoes Lane	Piscataway	NJ	08855	A	5.0	8/1/2011	M	212,000	12,000	37	1/1/1998	Premier Affinity	No
The Premier Insurance Company of Massachusetts	The MITRE Corporation	202 Burlington Road	Bedford	MA	01730	A	4.0	8/1/2011	E	6,528	1,609	0	8/1/2009	Seabury & Smith	No
The Premier Insurance Company of Massachusetts	The New York Times Company	620 Eighth Avenue	New York	NY	10036	A	5.0	8/1/2011	E	7,183	1,818	4	12/1/2007	Premier Affinity	No
The Premier Insurance Company of Massachusetts	The Travelers Companies, Inc.	690 Canton Street	Westwood	MA	02090	A	15.0	8/1/2011	E	32,185	1,255	1,558	7/1/1993	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Touchstone Federal Credit Union	201 Lowell Street	Wilmington	MA	01887	A	5.0	8/1/2011	CU	3,791	2,918	192	11/1/1999	DGP Miles Insurance Agency Inc	No
The Premier Insurance Company of Massachusetts	Town of Lee	P.O. Box 630	Lee	MA	01238	A	4.0	8/1/2011	E	203	203	47	1/1/1997	L V Toole Ins Agency Inc	No
The Premier Insurance Company of Massachusetts	Trinity College	300 Summit Street	Hartford	CT	06106	A	5.0	8/1/2011	E	681	45	0	10/1/2006	Hilb, Rogal & Hobbs	No
The Premier Insurance Company of Massachusetts	Tyco Electronics	M.S. 163-023	Harrisburg	PA	01705	A	5.0	8/1/2011	E	16,224	1,343	0	12/1/2008	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Tyco International, Ltd. <sup>2</sup>	9 Roszel Road	Princeton	NJ	08540	A	4.0	8/1/2011	E	40,640	1,997	0	8/1/2009	Premier Affinity	No
The Premier Insurance Company of Massachusetts	U.S. Airways, Inc.	111 W. Rio Salado Parkway	Tempe	AZ	85281	A	4.0	8/1/2011	E	59,572	1,182	0	5/1/2011	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Universal Health Systems, Inc. (UHS)	367 South Gulph Road	King of Prussia	PA	19406	A	5.0	8/1/2011	E	34,000	1,085	23	9/1/2006	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Utica Mutual Insurance Company	401 Edgewater Place	Wakefield	MA	01880	A	4.0	8/1/2011	E	82	82	19	5/1/1998	Tarpey Insurance Group	No
The Premier Insurance Company of Massachusetts	Verizon	One Verizon Way	Basking Ridge	NJ	07920-1097	A	10.0	8/1/2011	E	350,000	32,000	324	12/1/1999	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Verizon Business	One Verizon Way	Basking Ridge	NJ	07920-1097	A	5.0	8/1/2011	E	30,000	578	2	6/1/2007	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Verizon Wireless	One Verizon Way	Basking Ridge	NJ	07920-1097	A	5.0	8/1/2011	E	57,553	913	2	6/1/2007	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Weichert Companies Affiliates	225 Littleton Avenue	Morris Plains	NJ	07950	A	5.0	8/1/2011	E	12,164	297	0	11/1/2008	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Weichert Companies Employes and Associates	225 Littleton Avenue	Morris Plains	NJ	07950	A	5.0	8/1/2011	E	9,212	329	0	11/1/2008	Premier Affinity	No
The Premier Insurance Company of Massachusetts	Wells Fargo & Company	733 Marquette Avenue	Minneapolis	MN	55402	A	4.0	8/1/2011	E	273,000	1,380	3	6/1/2010	Wells Fargo Insurance Inc.	No

\* Provide full insurance company name and full group name. If there is more than one company name, please separate the company name by a comma.  
 \*\* Group Type - E = employee, CU = credit union, M = all other member groups, U = unions

1. Formerly Applera Corporation, 301 Merritt 7, Norwalk, CT 06856  
 2. Formerly Tyco International

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

Year Plan Will be Applied

**2010**

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)	(2)	(3)	(4)
		<u>Expenses In Insurer's Currently On File</u>	<u>Assumptions Retath Group Plan</u>	<u>Reasons for Expensed Difference</u>	<u>Requested Group Rate Deviation</u>
The Premier Insurance Company of Massachusetts	3M	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Accenture	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Administaff Insurance Services LLC	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Alcate-Lucent	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Alcoa	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	AMEC Americas	27.6	15.0	1	5.0
The Premier Insurance Company of Massachusetts	American Council of Engineering Companies	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	American Express	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Amgen, Inc.	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Applera Corporation	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Aramark Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	AT&T Services, Inc.	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Avery Dennison Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Baystate Health, Inc.	27.6	21.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Big Y Foods, Inc.	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Bose Corporation	27.6	22.9	1,2	5.0
The Premier Insurance Company of Massachusetts	Brown Shoe Company, Inc.	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Charter Communications, Inc.	27.6	15.3	1	4.0
The Premier Insurance Company of Massachusetts	Chrysler Corp LLC	27.6	15.3	1	4.0
The Premier Insurance Company of Massachusetts	Cianbro Corporation	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Citigroup, Inc.	27.6	12.3	1	10.0
The Premier Insurance Company of Massachusetts	Citizens Financial Group, Inc.	27.6	22.9	1,2	5.0
The Premier Insurance Company of Massachusetts	Comcast Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	CVS Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Darden Restaurant Group	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Delta Air Lines	27.6	12.3	1	5.0
The Premier Insurance Company of Massachusetts	Disney Worldwide Services, Inc.	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Education Management Corp., Inc. (EDMC)	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Electronic Arts, Inc.	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Eze Castle Integration	27.6	22.8	1	4.0
The Premier Insurance Company of Massachusetts	FairPoint Communications	27.6	16.3	1	4.0
The Premier Insurance Company of Massachusetts	Federal Reserve System	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Ford Motor Company	27.6	15.3	1	4.0
The Premier Insurance Company of Massachusetts	Fox Entertainment Group	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Franklin First Federal Credit Union	27.6	22.9	1,2	4.0
The Premier Insurance Company of Massachusetts	General Dynamics Corporation	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Genzyme Corporation	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	GlaxoSmithKline	27.6	14.3	1	4.0
The Premier Insurance Company of Massachusetts	Golden Living	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	H&R Block	27.6	15.3	1	5.0

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<b>INSURANCE COMPANY</b>	<b>GROUPNAME</b>	<b>(1) Expenses Assumed In Insurer's Currently On File</b>	<b>(2) Expenses Associa Group Market Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
The Premier Insurance Company of Massachusetts	Hartford Hospital	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Hub International, Ltd.	27.6	15.3	1	4.0
The Premier Insurance Company of Massachusetts	IKON Office Solutions	27.6	16.3	1	2.0
The Premier Insurance Company of Massachusetts	International Data Group	27.6	22.9	1,2	5.0
The Premier Insurance Company of Massachusetts	Johnson & Johnson	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Kennametal, Inc.	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Kohl's Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Konica Minolta Business Solutions U.S.A., Inc.	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Kraft Foods, Inc.	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Landlord Business Association, Inc.	27.6	22.9	1,2	4.0
The Premier Insurance Company of Massachusetts	Lincoln Educational Services	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Mac Gray Corporation	27.6	22.8	1	4.0
The Premier Insurance Company of Massachusetts	Marsh & McLennan Companies	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Massachusetts Association of REALTORS	27.6	22.8	1,2	4.0
The Premier Insurance Company of Massachusetts	Medtronic, Inc.	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Middlesex Community College	27.6	22.9	1,2	4.0
The Premier Insurance Company of Massachusetts	New England Federal Credit Union	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	New York Life	27.6	23.0	1	5.0
The Premier Insurance Company of Massachusetts	News Corporation	27.6	23.0	1	5.0
The Premier Insurance Company of Massachusetts	NRT Associates	27.6	24.4	1,2	3.5
The Premier Insurance Company of Massachusetts	OfficeMax, Inc.	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Pace Industries	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	People's United Bank	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	PepsiCo, Inc.	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Performance Food Group	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Prime Time Club	27.6	21.6	1,2	4.0
The Premier Insurance Company of Massachusetts	Publicis USA	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Putnam Investments	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	QualxServ LLC	27.6	22.9	1,2	5.0
The Premier Insurance Company of Massachusetts	Realogy	27.6	24.4	1,2	3.5
The Premier Insurance Company of Massachusetts	Regis Corporation	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Rite Aid Corporation	27.6	15.3	1	4.0
The Premier Insurance Company of Massachusetts	Robert Half International, Inc.	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	SAP Americas	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Sears Associates	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Sears Retirees	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Southcoast Health System Federal Credit Union	27.6	22.9	1,2	3.0
The Premier Insurance Company of Massachusetts	Southern Massachusetts Credit Union <sup>1</sup>	27.6	22.9	1,2	3.0
The Premier Insurance Company of Massachusetts	SPX Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	Staples, Inc.	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	Starbucks Corporation	27.6	15.3	1	5.0

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

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**2010**

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<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	<u>(1) Expenses Assumed In Insurer's Rate Currently On File</u>	<u>(2) Expenses Associa Group Market Plan</u>	<u>(3) Reasons for Expensed Difference</u>	<u>(4) Requested Group Rate Deviation</u>
The Premier Insurance Company of Massachusetts	Target Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	TD Banknorth, Inc. and its affiliates and subsidiaries	27.6	16.2	1	5.0
The Premier Insurance Company of Massachusetts	The Hertz Corporation	27.6	22.1	1,2	5.0
The Premier Insurance Company of Massachusetts	The Institute of Electrical and Electronic Engineers	27.6	12.3	1	5.0
The Premier Insurance Company of Massachusetts	The MITRE Corporation	27.6	22.1	1,2	4.0
The Premier Insurance Company of Massachusetts	The New York Times Company	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	The Travelers Companies, Inc.	27.6	11.1	1,2	15.0
The Premier Insurance Company of Massachusetts	Touchstone Federal Credit Union	27.6	22.9	1,2	5.0
The Premier Insurance Company of Massachusetts	Town of Lee	27.6	22.9	1,2	4.0
The Premier Insurance Company of Massachusetts	Trinity College	27.6	22.8	1	5.0
The Premier Insurance Company of Massachusetts	Tyco Electronics	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Tyco International	27.6	16.3	1	4.0
The Premier Insurance Company of Massachusetts	Universal Health Systems, Inc. (UHS)	27.6	15.3	1	5.0
The Premier Insurance Company of Massachusetts	Utica Mutual Insurance Company	27.6	22.8	1,2	4.0
The Premier Insurance Company of Massachusetts	Verizon	27.6	16.3	1	10.0
The Premier Insurance Company of Massachusetts	Verizon Business	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Verizon Wireless	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Weichert Companies Affiliates	27.6	16.3	1	5.0
The Premier Insurance Company of Massachusetts	Weichert Companies Employes and Associates	27.6	16.3	1	5.0

1. Reduced Commission
2. Reduced Marketing Costs

MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Premier Insurance Company of Massachusetts 2011 - 2012 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 - 2012 and have confirmed their participation to them in writing:

3M  
Accenture  
Administaff Insurance Services LLC  
Alcate-Lucent  
Alcoa  
AMEC Americas  
American Council of Engineering Companies  
American Express  
Amgen, Inc.  
Aramark Corporation  
AT&T Services, Inc.  
Avery Dennison Corporation  
Baystate Health, Inc.  
Big Y Foods, Inc.  
BlackRock, Inc.  
Bose Corporation  
Boston University  
Brown Shoe Company, Inc.  
Charter Communications, Inc.  
Chrysler Group, LLC  
Cianbro Corporation  
Citigroup, Inc.  
Citizens Financial Group, Inc.  
Comcast Corporation  
CVS Corporation  
Darden Restaurant Group  
Delta Air Lines  
Disney Worldwide Services, Inc.  
Education Management Corp., Inc. (EDMC)  
Electronic Arts, Inc.  
Eze Castle Integration  
FairPoint Communications

Federal Reserve System  
Ford Motor Company  
Fox Entertainment Group  
Franklin First Federal Credit Union  
General Dynamics Corporation  
Genzyme Corporation  
GlaxoSmithKline  
Golden Living  
H&R Block  
Hartford Hospital  
Hub International, Ltd.  
IKON Office Solutions  
International Data Group  
Johnson & Johnson  
Kennametal, Inc.  
Kohl's Corporation  
Konica Minolta Business Solutions U.S.A., Inc.  
Kraft Foods, Inc.  
Kripalu Center For Yoga and Health  
Landlord Business Association, Inc.  
Life Technologies  
Mac Gray Corporation  
Marsh & McLennan Companies  
Massachusetts Association of REALTORS  
Medtronic, Inc.  
Middlesex Community College  
Munters Corporation  
New England Federal Credit Union  
New York Life  
News Corporation  
Novartis Corporation  
NRT Associates  
OfficeMax, Inc.  
Pace Industries  
Peoples United Bank  
PepsiCo, Inc.  
Performance Food Group  
Prime Time Club  
Publicis USA  
Putnam Investments  
QualxServ LLC  
Realogy  
Regis Corporation

Rite Aid Corporation  
Robert Half International, Inc.  
SAP Americas  
Seagate Technology  
Sears Associates  
Sears Retirees  
Southcoast Health System Federal Credit Union  
Southern Massachusetts Telephone Workers Credit Union  
SPX Corporation  
Staples, Inc.  
Starbucks Corporation  
State of Connecticut  
Target Corporation  
TD Banknorth, Inc. and its affiliates and subsidiaries  
The Hertz Corporation  
The Institute of Electrical and Electronic Engineers  
The MITRE Corporation  
The New York Times Company  
The Travelers Companies, Inc.  
Touchstone Federal Credit Union  
Town of Lee  
Trinity College  
Tyco Electronics  
Tyco International, Ltd.  
U.S. Airways, Inc.  
Universal Health Systems, Inc. (UHS)  
Utica Mutual Insurance Company  
Verizon  
Verizon Business  
Verizon Wireless  
Weichert Companies Affiliates  
Weichert Companies Employes and Associates  
Wells Fargo & Company

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



James C. Fleming  
Senior Auto Product Analyst





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GROUP NAME*															HOME (H)																													
STREET ADDRESS															CITY/TOWN		STATE		ZIP		AUTO (A) or HOME (H)		PROPOSED RATE		PROPOSED EFFECTIVE		CU, E, M, U GROUP		TOTAL NUMBER		ELIGIBLE NUMBER		NUMBER OF CURRENT		ORIGINAL PLAN		AGENCY OR		EXPERIENCE					
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The Premier Insurance Company of Massachusetts		PepsiCo, Inc.		700 Anderson Hill Road	Purchase	NY	10577	A	5.0	8/1/2011	E	55,000	490	3	8/1/2006	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Performance Food Group		12500 West Creek Parkway	Richmond	VA	23238	A	5.0	8/1/2011	E	9,000	272	18	3/1/2006	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Prime Time Club		35 Broadway	Taunton	MA	02780	A	4.0	8/1/2011	M	6,000	6,000	0	8/1/2009	Farrell Buckland Insurance Agency, I	No																											
The Premier Insurance Company of Massachusetts		Publicis USA		35 West Wacker Drive	Chicago	IL	60601	A	5.0	8/1/2011	E	10,388	649	0	8/1/2006	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Putnam Investments		One Post Office Square	Boston	MA	02109	A	5.0	8/1/2011	E	1,730	1,458	3	6/15/2006	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		QualxServ LLC		836 North Street	Tewksbury	MA	01876	A	5.0	8/1/2011	E	1,821	189	37	1/1/2001	DGP Miles Insurance Agency	No																											
The Premier Insurance Company of Massachusetts		Realogy		1601 Trapelo Road, Suite 24	Waltham	MA	02451	A	3.5	8/1/2011	E	15,000	610	0	12/15/2006	NRT Insurance	No																											
The Premier Insurance Company of Massachusetts		Regis Corporation		7201 Metro Blvd.	Edina	MN	55439	A	5.0	8/1/2011	E	44,000	661	2	8/1/2008	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Rite Aid Corporation		200 Newbury Commons	Etters	PA	17319	A	4.0	8/1/2011	E	40,840	1,471	12	8/1/2009	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Robert Half International, Inc.		4385 Hopyard Road	Pleasanton	CA	94588	A	5.0	8/1/2011	E	140,000	1,768	0	4/1/2009	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		SAP Americas		3999 West Chester Pike	Newton Square	PA	19073	A	4.0	8/1/2011	E	9,700	301	0	8/1/2009	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Seagate Technology		920 Disc Drive	Scotts Valley	CA	95066	A	4.0	8/1/2011	E	6,316	185	0	6/1/2010	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Sears Associates		3333 Beverly Road	Hoffman Estates	IL	06179	A	5.0	8/1/2011	E	308,100	5,913	0	6/1/2007	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Sears Retirees		3333 Beverly Road	Hoffman Estates	IL	06179	A	5.0	8/1/2011	E	144,500	2,885	0	6/1/2007	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Southcoast Health System Federal Credit Union		101 Page Street	New Bedford	MA	02740	A	3.0	8/1/2011	CU	5,100	2,350	834	1/1/1996	Hughes Insurance Agency	No																											
The Premier Insurance Company of Massachusetts		Southern Massachusetts Credit Union		123 Alden Road	Fairhaven	MA	02719	A	3.0	8/1/2011	CU	6,000	2,800	772	9/15/1995	Hughes Insurance Agency	No																											
The Premier Insurance Company of Massachusetts		SPX Corporation		13515 Ballantyne Corporate Place	Charlotte	NC	28277	A	5.0	8/1/2011	E	13,885	18	0	12/1/2005	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Staples, Inc.		500 Staples Drive	Framingham	MA	01702	A	4.0	8/1/2011	E	50,200	5,184	0	8/1/2009	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		Starbucks Corporation		24014 Utah Avenue, S#800	Seattle	WA	98134	A	5.0	8/1/2011	E	109,000	1,480	4	6/1/2007	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		State of Connecticut		55 Elm Street	Hartford	CT	06106	A	4.0	8/1/2011	E	65,000	2,500	0	5/1/2011	Smith Brothers Insurance Inc.	No																											
The Premier Insurance Company of Massachusetts		Target Corporation		1000 Nicollet Mall / TPS - 0765	Minneapolis	MN	55403	A	5.0	8/1/2011	E	367,709	7,200	0	4/14/2007	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		TD Banknorth, Inc. and its affiliates and subsidiaries		Two Financial Square	Portland	ME	01442	A	5.0	8/1/2011	E	8,703	2,038	379	12/1/2006	TD Banknorth Insurance Agency	No																											
The Premier Insurance Company of Massachusetts		The Hertz Corporation		225 Brae Boulevard	Park Ridge	NJ	07656	A	5.0	8/1/2011	E	15,061	183	0	4/14/2007	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		The Institute of Electrical and Electronic Engineers		445 Hoes Lane	Piscataway	NJ	08855	A	5.0	8/1/2011	M	212,000	12,000	37	1/1/1998	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		The MITRE Corporation		202 Burlington Road	Bedford	MA	01730	A	4.0	8/1/2011	E	6,528	1,609	0	8/1/2009	Seabury & Smith	No																											
The Premier Insurance Company of Massachusetts		The New York Times Company		620 Eighth Avenue	New York	NY	10036	A	5.0	8/1/2011	E	7,183	1,818	4	12/1/2007	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		The Travelers Companies, Inc.		690 Canton Street	Westwood	MA	02090	A	15.0	8/1/2011	E	32,185	1,255	1,558	7/1/1993	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Touchstone Federal Credit Union		201 Lowell Street	Wilmington	MA	01887	A	5.0	8/1/2011	CU	3,791	2,918	192	11/1/1999	DGP Miles Insurance Agency Inc	No																											
The Premier Insurance Company of Massachusetts		Town of Lee		P.O. Box 630	Lee	MA	01238	A	4.0	8/1/2011	E	203	203	47	1/1/1997	L V Toole Ins Agency Inc	No																											
The Premier Insurance Company of Massachusetts		Trinity College		300 Summit Street	Hartford	CT	06106	A	5.0	8/1/2011	E	681	45	0	10/1/2006	Hilb, Rogal & Hobbs	No																											
The Premier Insurance Company of Massachusetts		Tyco Electronics		M.S. 163-023	Harrisburg	PA	01705	A	5.0	8/1/2011	E	16,224	1,343	0	12/1/2008	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Tyco International, Ltd.		9 Roszel Road	Princeton	NJ	08540	A	4.0	8/1/2011	E	40,640	1,997	0	8/1/2009	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		U.S. Airways, Inc.		111 W. Rio Salado Parkway	Tempe	AZ	85281	A	4.0	8/1/2011	E	59,572	1,182	0	5/1/2011	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Universal Health Systems, Inc. (UHS)		367 South Gulph Road	King of Prussia	PA	19406	A	5.0	8/1/2011	E	34,000	1,085	23	9/1/2006	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Utica Mutual Insurance Company		401 Edgewater Place	Wakefield	MA	01880	A	4.0	8/1/2011	E	82	82	19	5/1/1998	Tarpey Insurance Group	No																											
The Premier Insurance Company of Massachusetts		Verizon		One Verizon Way	Basking Ridge	NJ	07920-1097	A	10.0	8/1/2011	E	350,000	32,000	324	12/1/1999	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Verizon Business		One Verizon Way	Basking Ridge	NJ	07920-1097	A	5.0	8/1/2011	E	30,000	578	2	6/1/2007	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Verizon Wireless		One Verizon Way	Basking Ridge	NJ	07920-1097	A	5.0	8/1/2011	E	57,553	913	2	6/1/2007	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Weichert Companies Affiliates		225 Littleton Avenue	Morris Plains	NJ	07950	A	5.0	8/1/2011	E	12,164	297	0	11/1/2008	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Weichert Companies Employees and Associates		225 Littleton Avenue	Morris Plains	NJ	07950	A	5.0	8/1/2011	E	9,212	329	0	11/1/2008	Premier Affinity	No																											
The Premier Insurance Company of Massachusetts		Wells Fargo & Company		733 Marquette Avenue	Minneapolis	MN	55402	A	4.0	8/1/2011	E	273,000	1,380	3	6/1/2010	Wells Fargo Insurance Inc.	No																											

\* Provide full insurance company name and full group name. If there is more than one company name, please separate the company name by a comma.

\*\* Group Type - E = employee, CU = credit union, M = all other member groups, U = unions

**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
The Premier Insurance Company of Massachusetts	3M	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Accenture	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Administaff Insurance Services, LLC	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Alcate-Lucent	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Alcoa	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	AMEC Americas	28.2	17.7	1	5.0
The Premier Insurance Company of Massachusetts	American Council of Engineering Companies	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	American Express	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Amgen, Inc.	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Aramark Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	AT&T Services, Inc.	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Avery Dennison Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Baystate Health, Inc.	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Big Y Foods, Inc.	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	BlackRock, Inc.	28.2	12.7	1	4.0
The Premier Insurance Company of Massachusetts	Bose Corporation	28.2	24.0	1,2	5.0
The Premier Insurance Company of Massachusetts	Brown Shoe Company, Inc.	28.2	14.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Capitol Communications Federal Credit Union	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Charter Communications, Inc	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Chrysler Group, LLC	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Cianbro Corporation	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Citigroup, Inc.	28.2	12.7	1	10.0
The Premier Insurance Company of Massachusetts	Citizens Financial Group, Inc.	28.2	23.4	1,2	5.0
The Premier Insurance Company of Massachusetts	Comcast Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	CVS Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Darden Restaurant Group	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Delta Air Lines	28.2	12.7	1	5.0
The Premier Insurance Company of Massachusetts	Disney Worldwide Services, Inc.	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Education Management Corp., Inc. (EDMC)	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Electronic Arts, Inc.	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Eze Castle Integration	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	FairPoint Communications	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Federal Reserve System	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Ford Motor Company	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Fox Entertainment Group	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Franklin First Federal Credit Union	28.2	24.4	1,2	4.0
The Premier Insurance Company of Massachusetts	General Dynamics Corporation	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Genzyme Corporation	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	GlaxoSmithKline	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Golden Living	28.2	15.7	1	5.0

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<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>
The Premier Insurance Company of Massachusetts	H&R Block	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Hartford Hospital	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Hub International, Ltd.	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	IKON Office Solutions	28.2	16.7	1	2.0
The Premier Insurance Company of Massachusetts	International Data Group	28.2	22.0	1,2	5.0
The Premier Insurance Company of Massachusetts	Johnson & Johnson	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Kennametal, Inc.	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Kohl's Corporation	28.2	16.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Konica Minolta Business Solutions U.S.A., Inc.	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Kraft Foods, Inc.	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Kripalu Center For Yoga and Health	28.2	22.0	1,2	4.0
The Premier Insurance Company of Massachusetts	Landlord Business Association, Inc.	28.2	25.0	1,2	4.0
The Premier Insurance Company of Massachusetts	Life Technologies	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Mac Gray Corporation	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Marsh & McLennan Companies	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Massachusetts Association of REALTORS	28.2	23.2	1,2	4.0
The Premier Insurance Company of Massachusetts	Medtronic, Inc.	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Middlesex Community College	28.2	24.4	1,2	4.0
The Premier Insurance Company of Massachusetts	Munters Corporation	28.2	15.7	1	4.0
The Premier Insurance Company of Massachusetts	New England Federal Credit Union	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	New York Life	28.2	23.7	1	5.0
The Premier Insurance Company of Massachusetts	News Corporation	28.2	17.4	1	5.0
The Premier Insurance Company of Massachusetts	Novartis Corporation	28.2	12.7	1	4.0
The Premier Insurance Company of Massachusetts	NRT Associates	28.2	24.8	1,2	3.5
The Premier Insurance Company of Massachusetts	OfficeMax, Inc.	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Pace Industries	28.2	17.7	1	5.0
The Premier Insurance Company of Massachusetts	People's United Bank	28.2	17.7	1	5.0
The Premier Insurance Company of Massachusetts	PepsiCo, Inc.	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Performance Food Group	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Prime Time Club	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Publicis USA	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Putnam Investments	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	QualxServ LLC	28.2	23.3	1,2	5.0
The Premier Insurance Company of Massachusetts	Realogy	28.2	24.8	1,2	3.5
The Premier Insurance Company of Massachusetts	Regis Corporation	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Rite Aid Corporation	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	Robert Half International, Inc.	28.2	16.5	1,2	5.0
The Premier Insurance Company of Massachusetts	SAP Americas	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Seagate Technology	28.2	17.7	1	4.0
The Premier Insurance Company of Massachusetts	Sears Associates	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Sears Retirees	28.2	22.5	1,2	5.0

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<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>
The Premier Insurance Company of Massachusetts	Southcoast Health System Federal Credit Union	28.2	23.4	1,2	3.0
The Premier Insurance Company of Massachusetts	Southern Massachusetts Credit Union	28.2	23.7	1,2	3.0
The Premier Insurance Company of Massachusetts	SPX Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	Staples, Inc.	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	Starbucks Corporation	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	State of Connecticut	28.2	15.7	1	4.0
The Premier Insurance Company of Massachusetts	Target Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	TD Banknorth, Inc. and its affiliates and subsidiaries	28.2	17.8	1	5.0
The Premier Insurance Company of Massachusetts	The Hertz Corporation	28.2	22.5	1,2	5.0
The Premier Insurance Company of Massachusetts	The Institute of Electrical and Electronic Engineers	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	The MITRE Corporation	28.2	15.5	1,2	4.0
The Premier Insurance Company of Massachusetts	The New York Times Company	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	The Travelers Companies, Inc.	28.2	11.5	1,2	15.0
The Premier Insurance Company of Massachusetts	Touchstone Federal Credit Union	28.2	23.4	1,2	5.0
The Premier Insurance Company of Massachusetts	Town of Lee	28.2	24.8	1,2	4.0
The Premier Insurance Company of Massachusetts	Trinity College	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Tyco Electronics	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Tyco International, Ltd.	28.2	16.7	1	4.0
The Premier Insurance Company of Massachusetts	U.S. Airways, Inc.	28.2	12.7	1	4.0
The Premier Insurance Company of Massachusetts	Universal Health Systems, Inc. (UHS)	28.2	15.7	1	5.0
The Premier Insurance Company of Massachusetts	Utica Mutual Insurance Company	28.2	22.0	1,2	4.0
The Premier Insurance Company of Massachusetts	Verizon	28.2	16.7	1	10.0
The Premier Insurance Company of Massachusetts	Verizon Business	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Verizon Wireless	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Weichert Companies Affiliates	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Weichert Companies Employes and Associates	28.2	16.7	1	5.0
The Premier Insurance Company of Massachusetts	Wells Fargo & Company	28.2	22.0	1,2	

1. Reduced Commission
2. Reduced Marketing Costs