

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	ST	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 REP CONTACT INFO	PRODUCER OR MARKETING REP	EXPERIENCE SUBMITTED YES OR NO
Norfolk & Dedham Mutual Fire Insurance Company	Norfolk & Dedham Group Employees	222 Ames Street	Dedham	MA	02027	A	7.5%	05/01/18	E	132	113	85	01/01/94	Choice Insurance	(978) 343-4853	NO
														D'Attilio Insurance Agency	(781) 326-8830	
														Dennis Murphy Insurance Agency	(978) 568-8711	
														Foley & Palenscar Insurance Agency	(781) 762-2715	
														George F. Haskell Insurance Agency	(781) 449-2200	
														Hub International	(781) 792-3200	
¹Producer Info																
Choice Insurance 376 Summer St. Fitchburg, MA 01420																
D'Attilio Insurance Agency 347 Washington St. Dedham, MA 02026																
Dennis F. Murphy Insurance Agency, Inc. 50 Main St. Hudson, MA 01749																
Foley & Palenscar Insurance Agency 121 Central Street, Suite 205 P.O. Box 576 Norwood, MA 02062																
George F. Haskell Insurance Agency 4 Pleasant Street Leicester, MA 01524																
Hub International NE, LLC 600 Longwater Drive Norwell, MA 02061																

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

Year Plan Will be Applied

2018

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
Norfolk & Dedham Mutual Fire Insurance Company	Norfolk & Dedham Group Employees	46.2%	31.2%	Reduced commission, acquisition and administrative expense, and CAT reinsurance costs.	7.5%