

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 INSURED	ORIGINAL PLAN DATE	PRODUCER <sup>1</sup> OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Norfolk & Dedham Mutual Fire Insurance Company	Norfolk & Dedham Group Employees	222 Ames Street	Dedham	MA	02027	A	7.5%	05/01/19	E	132	111	87	01/01/94	Choice Insurance D'Attilio Insurance Agency Dennis Murphy Insurance Agency Foley & Palenscar Insurance Agency George F. Haskell Insurance Agency Hub International Kaplansky Insurance	(978) 343-4853 (781) 326-8830 (978) 568-8711 (781) 762-2715 (781) 449-2200 (781) 792-3200 (978) 454-7728	NO
<b><sup>1</sup>Producer Info</b>																
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																
Kaplansky Insurance 118 Chelmsford Street, Chelmsford, MA 01824																

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

Year Plan Will be Applied

2019

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) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
<u>Norfolk &amp; Dedham Mutual Fire Insurance Company</u>	<u>Norfolk &amp; Dedham Group Employees</u>	46.6%	39.1%	Reduced commission, acquisition and administration expense, and CAT reinsurance costs.	7.5%

MASSACHUSETTS  
GROUP MARKETING NEW/RENEWAL  
AFFIDAVIT

Attached is the documentation required for the application for the listed Norfolk & Dedham Mutual Fire Insurance Companies 2019 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 2019 and have confirmed their participation to them in writing:

Norfolk & Dedham Group Employees and Retirees

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

A handwritten signature in black ink, appearing to read 'Matthew Young', with a stylized flourish at the end.

Matthew Young, CPCU  
Chief Product Officer

3/21/2019