

| 2010 193R Application Spreadsheet | | | | | | | | | | | | | | | |
|---|--------------------|----------------|-----------|-------|-------|----------------------|---------------------------|-------------------------|--------------------------|-----------------------|--------------------------|----------------------------|--------------------|--------------------------------------|--------------------------------|
| INSURANCE COMPANY* | GROUP NAME* | STREET ADDRESS | CITY/TOWN | STATE | ZIP | AUTO (A) or HOME (H) | PROPOSED RATE DEV. (0.0%) | PROPOSED EFFECTIVE DATE | CU, E, M, U GROUP TYPE** | TOTAL NUMBER IN GROUP | ELIGIBLE NUMBER IN GROUP | NUMBER OF CURRENT INSUREDS | ORIGINAL PLAN DATE | AGENCY OR MKT. REP. | EXPERIENCE SUBMITTED YES OR NO |
| Plymouth Rock Assurance Corporation | DWC Services, Inc. | P.O. Box 21 | Cohasset | MA | 02025 | A | 5% | 8/10/2010 | M | 10000 | 3000 | - | 8/10/2008 | Environmental Insurance Agency, 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 | | | | | | | | | | | | | | | |

2010 EXPENSE EXHIBIT FOR ALL 193R GROUP MARKETING PLANS

Insurers are required to submit the expense ratios underlying their current rates and the expense ratio or average expense per vehicle 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 |
|-------------------------------------|-------------------------|--|--|--|---|
| Plymouth Rock Assurance Corporation | DWC Services, Inc. | 34.5% | 29.5% | Lower acquisition cost | 5.0% |

2010 PREMIUM/LOSS/EXPENSE EXHIBIT FOR 193R GROUPS AT LEAST 3 YEARS OLD WITH 1,000 or MORE INSURED VEHICLES

Insurers are required to submit a minimum three (3) full years of data, but can at their option submit additional years of data by inserting additional columns.

| <u>INSURANCE COMPANY</u> | <u>GROUPNAME</u> | <u>Earned Premium</u> | | | <u>Incurred Loss Incl. IBNR</u> | | | <u>Incurred Loss Ratio</u> | | | |
|-------------------------------------|-------------------------|------------------------------|-------------|-------------|--|-------------|-------------|-----------------------------------|-------------|-------------|------------------------|
| | | 2007 | 2008 | 2009 | 2007 | 2008 | 2009 | 2007 | 2008 | 2009 | 3 Yr. Total |

**INSURANCE
COMPANY**

GROUPNAME

| <u>Earned Premium</u> | | | <u>Incurred Loss Incl. IBNR</u> | | | <u>Incurred Loss Ratio</u> | | | |
|-----------------------|------|------|---------------------------------|------|------|----------------------------|------|------|----------------|
| 2007 | 2008 | 2009 | 2007 | 2008 | 2009 | 2007 | 2008 | 2009 | 3 Yr. Total |

MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Plymouth Rock Assurance Corporation 2010 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 2010 and have confirmed their participation to them in writing:

DWC Services, Inc.

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

A handwritten signature in cursive script, appearing to read "Mark A. Sweeney".

Mark A. Sweeney
Chief Agency Officer