

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

Year Plan Will be Applied

2014

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
Plymouth Rock Assurance Corporation	Glynn Electric	34.9%	27.2%	Lower Acquisition/Admin Costs; Improved retention; Smaller rate of cancellation/reinstatement; Decreased claim volume; Economies of scale	3.0%

PREMIUM /LOSS/EXPENSE EXHIBIT FOR 193R AUTO GROUPS AT LEAST 3 YEARS OLD WITH 1,000 OR MORE INSURED UNITS

<insert year below>

Year Plan Will be Applied 2014
 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.

INSURANCE COMPANY	GROUPNAME	Earned Premium *			Incurred Loss Incl. IBNR *			Incurred Loss Ratio *			3 Yr. Total
		2011	2012	2013	2011	2012	2013	2011	2012	2013	

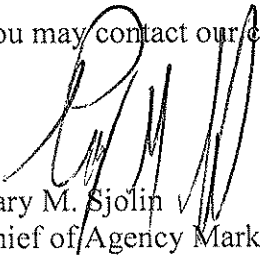
MASSACHUSETTS
GROUP MARKETING NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Plymouth Rock Assurance Corporation 2014 Group Marketing client.

We have verified that it is the intention of the following client to participate in the Group Marketing program within their organization for the year 2014 and have confirmed their participation to them in writing:

Glynn Electric

You may contact our client to verify information and confirm participation.



Gary M. Sjolín
Chief of Agency Marketing