

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 INSUREDS	ORIGINAL PLAN DATE	PRODUCER OR MARKETING REPRESENTATIVE	PRODUCER OR MARKETING REPRESENTATIVE CONTACT INFORMATION	EXPERIENCE SUBMITTED YES OR NO
Liberty Mutual Insurance Company and LM General Insurance Company	Suez Water	4636 Somerton Rd	Feasterville-Trevose	PA	19053	A	5%		E	3800	39	0		Shaun R. Smith	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Wolf, Greenfield & Sacks, P.C.	600 Atlantic Avenue	Boston	MA	02210	A	5%		E	340	275	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Webster Five Cents Savings Bank	136 Thompson Road	Webster	MA	01570	A	5%		E	350	300	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Princess House, Inc.	470 Myles Standish Blvd.	Taunton	MA	02780	A	5%		E	216	160	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Destination XL Group, Inc.	555 Turnpike St	Canton	MA	02021	A	5%		E	2500	500	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Verint Systems Inc.	330 South Service Road	Melville	NY	11747	A	5%		E	1592	21	0		Kevin Pignatelli	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	City Year, Inc.	287 Columbus Avenue	Boston	MA	02116	A	5%		E	1000	250	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	QuickBase, Inc.	150 Cambridgepark Drive	Cambridge	MA	02140	A	5%		E	360	340	0		Paul G. Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Freudenberg Medical, LLC	1110 Mark Avenue	Carpinteria	CA	93013	A	5%		E	700	41	0		Shaun Smith	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	XPO Logistics	5 Greenwich Office Park	Greenwich	CT	06831	A	5%		E	45000	369	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Bayer Healthcare LLC	100 Bayer Boulevard	Whippany	NJ	07981	A	5%		E	21155	87	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Eaton Corporation	1000 Eaton Blvd, Mail Code 2N	Cleveland	OH	44122	A	5%		E	28626	332	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Polartec, LLC	300 Brickstone Square	Andover	MA	01810	A	5%		E	388	60	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Cox Enterprises	6205 A Peachtree Dunwoody Road	Atlanta	GA	30328	A	5%		E	47,000	350	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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) <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>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Suez Water	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Wolf, Greenfield & Sacks, P.C.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Webster Five Cents Savings Bank	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Princess House, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Destination XL Group, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Verint Systems Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	City Year, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	QuickBase, Inc.	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Freudenberg Medical, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	XPO Logistics	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Bayer Healthcare LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Eaton Corporation	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Polartec, LLC	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Cox Enterprises	26.4%	6.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2018 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 2018 and have confirmed their participation to them in writing:

Suez Water
Wolf, Greenfield & Sacks, P.C.
Webster Five Cents Savings Bank
Princess House, Inc.
Destination XL Group, Inc.
Verint Systems Inc.
City Year, Inc.
QuickBase, Inc.
Freudenberg Medical, LLC
XPO Logistics
Bayer Healthcare LLC
Eaton Corporation
Polartec, LLC
Cox Enterprises

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



Joanna Park