

193R Application Spreadsheet																
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	RATE DEV. (0.0%)	EFFECTIVE DATE	GROUP TYPE (CU, E, M, U)	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, LM General Insurance Company	American National Red Cross	2025 E Street	Washington	DC	20006	A	5.00%		E	31,032	993	0		Michael Craig	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	The Blackstone Valley Chamber of Commerce	110 Church Street	Whitinsville, MA	MA	01588	A	5.00%		M	210	190	0		Julian Delpino	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Centage Corporation	24 Prime Parkway, Ste. 202	Natick	MA	01760	A	5.00%		E	27	23	0		Daniel Pomfret	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Delta Projects, Inc.	118 Allied Drive	Dedham	MA	02026	A	5.00%		E	350	200	0		Thomas Von Jess	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Emscal Joint Systems, LTD.	25 Bridle Lane	Westborough	MA	01581	A	5.00%		E	45	45	0		Dan Pomfret	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	IBA, Inc.	27 Providence Street	Millbury	MA	01527	A	5.00%		E	70	70	0		Dan Pomfret	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Lasell College	1844 Commonwealth Ave	Newton	MA	02466	A	5.00%		E	250	250	0		Brian Robillard	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	MetroWest Community Federal Credit Union	200 Concord St	Framingham	MA	01702-8306	A	5.00%		CU	12,066	5,997	0		Lucy Hoosian	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	North Adams ME Federal Credit Union	10 Main St	North Adams	MA	01247-3419	A	5.00%		CU	659	475	0		Lucy Hoosian	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Our Lady Comforter of the Afflicted Parish	920 Trapelo Road	Waltham	MA	02452	A	5.00%		E	55	55	0		Mark Gordon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Vista Higher Learning, Inc.	500 Boylston Street, Suite 620	Boston	MA	02116	A	5.00%		E	85	85	0		Erik Hutchinson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Widener-PMC University Alumni Association	One University Place	Chester	PA	19013	A	8.00%		M	35,000	181	0		Mark Enright	(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

2013

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>	<u>(1) Expenses Assumed In Insurer's Rates Currently On File</u>	<u>(2) Expenses Associated With Group Marketing Plan</u>	<u>(3) Reasons for Expensed Difference</u>	<u>(4) Requested Group Rate Deviation</u>
Liberty Mutual Insurance Company, LM					
General Insurance Company	American National Red Cross	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	The Blackstone Valley Chamber of Commerce, Inc.	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Centage Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Delta Projects, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Emseal Joint Systems, LTD.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	IBA, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Lasell College	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	MetroWest Community Federal Credit Union	24.2%	13.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	North Adams ME Federal Credit Union	24.2%	13.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Our Lady Comforter of the Afflicted Parish	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Vista Higher Learning, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM					
General Insurance Company	Widener-PMC University Alumni Association	24.2%	10.2%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%

MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2012 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 2013 and have confirmed their participation to them in writing:

American National Red Cross
The Blackstone Valley Chamber of Commerce
Centage Corporation
Delta Projects, Inc.
Emseal Joint Systems, LTD.
IBA, Inc.
Lasell College
MetroWest Community Federal Credit Union
North Adams ME Federal Credit Union
Our Lady Comforter of the Afflicted Parish
Vista Higher Learning, Inc.
Widener-PMC University Alumni Association

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



Jessica L. Simpson