

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	MS Development Therapy Foundation, Inc.	300 Technology Square Suite 400	Cambridge	MA	02139	A	5.00%		E	50	50	0		Michael Sakrada	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	AppNeta, Inc.	285 Summer Street, 4th Floor	Boston	MA	02210	A	5.00%		E	100	100	0		Erk Hutchinson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	ArtilesSurface, Inc.	28 Forge Parkway	Franklin	MA	02038	A	5.00%		E	50	50	0		Laraine Finnegan	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Cobham Defence Electronic Systems Corporation	3310 Caritas Park Drive	Baltimore	MD	21215	A	5.00%		E	431	306	0		Debra Lacy	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Convergent Solutions, Inc.	9501 Post Office Park	Wilbraham	MA	01095	A	5.00%		E	48	48	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Deluxe Corporation	3680 Victoria Street N	Shoreview	MN	55126	A	5.00%		E	7,500	690	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	EMC Corporation	Four Elliot Way	Manchester	NH	03103	A	5.00%		E	3,500	65	0		Cheryl Mix	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	ESI, Inc.	4350 East West Highway, Suite 1100	Bethesda	MD	20814	A	5.00%		E	111	50	0		Jeff Novotny	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Merriam Webster, Inc.	47 Federal St	Springfield	MA	01105	A	5.00%		E	90	90	0		Sean Gifford	(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	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	Polar Corp.	1001 Southbridge St	Worcester	MA	01610	A	5.00%		E	1,200	770	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Steel-Fab, Inc.	430 Crawford Street	Fitchburg	MA	01420	A	5.00%		E	46	46	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	The United ARC of Franklin and Hampshire Counties, Inc.	111 Summer St.	Greenfield	MA	01301	A	5.00%		E	100	100	0		Jamie Berglund	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Town of Ware	120 Main Street	Ware	MA	01082	A	5.00%		E	280	280	0		Gregory Rankowitz	(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.

INSURANCE COMPANY	GROUPNAME	(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
Liberty Mutual Insurance Company, LM General Insurance Company	ALS Development Therapy Foundation, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	AppNeta, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	ArthroSurface, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Cobham Defence Electronic Systems Corporatic	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Convergent Solutions, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Deluxe Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	EMC Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	ESI, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Merriam Webster, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Our Lady Comforter of the Afflicted	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Polar Corp.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Steel-Fab, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	The United ARC of Franklin and Hampshire Cou	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Town of Ware	24.2%	11.7%	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 2013 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:

ALS Development Therapy Foundation, Inc.
AppNeta, Inc.
ArthroSurface, Inc.
Cobham Defence Electronic Systems Corporation
Convergent Solutions, Inc.
Deluxe Corporation
EMC Corporation
ESI, Inc.
Merriam Webster, Inc.
Our Lady Comforter of the Afflicted
Polar Corp.
Steel-Fab, Inc.
The United ARC of Franklin and Hampshire Counties, Inc.
Town of Ware

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



Jessica L. Simpson