

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	Actiño, Inc.	225 Wyman St	Waltham	MA	01701	A	5.00%		E	80	80	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	AngioDynamics, Inc.	14 Plaza Drive	Latham	NY	12110	A	5.00%		E	1,284	52	0		Mark Enright	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Beth Israel Deaconess Medical Center, Inc.	169 Pilgrim Rd	Boston	MA	02215	A	5.00%		E	10,000	9,800	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	C & S Wholesale Grocer's Inc	PO Box 821	Brattleboro	VT	05302	A	5.00%		E	1,800	1,000	0		Sarah Vezzani	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	CHA, Inc.	III Winners Circle, PO Box 5269	Albany	NY	12205	A	5.00%		E	1,176	169	0		Dorothy Mobley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	FKSU, Inc.	31 St. James Ave. 11th Floor, Suite 1150	Boston	MA	02116	A	5.00%		E	137	134	0		Patrick Powers	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Grand Valley State University Alumni Association	1 Campus Drive	Allendale	MI	49401	A	8.00%		M	82,000	166	0		Holly Cook	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	HeathcareSource, Inc.	400 Trade Center Suite 3900	Woburn	MA	01801	A	5.00%		E	225	225	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	National Independent Automobile Dealers Association	2521 Brown Blvd.	Arlington	TX	76006	A	5.00%		M	19,000	439	0		Lisa Espinoza	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	National Railroad Passenger Corporation (Amtrak)	60 Massachusetts Avenue, NE 2nd Floor	Washington	DC	20002	A	5.00%		E	2,000	70	0		Jean Bernhardt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Trilogy Financial Services, Inc.	17011 Beach Blvd, Suite 800	Huntington Beach	CA	92647	A	5.00%		E	250	28	0		Kristi Lamle	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	University of Southern Indiana Alumni Association	8600 University Boulevard	Evansville	IN	47712-3596	A	8.00%		M	30,000	32	0		Holly Cook	(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>	(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>
Liberty Mutual Insurance Company, LM General Insurance Company	Actifio, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	AngioDynamics, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Beth Israel Deaconess Medical Center, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	C & S Wholesale Grocer's Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	CHA, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	FIKSU, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Grand Valley State University Alumni Associatio	24.2%	10.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	HeathcareSource, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	National Independent Automobile Dealers Assoc	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	National Railroad Passenger Corporation (Amtrak)	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Trilogy Financial Services, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	University of Southern Indiana Alumni Associatic	24.2%	10.2%	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:

Actifio, Inc.
AngioDynamics, Inc.
Beth Israel Deaconess Medical Center, Inc.
C & S Wholesale Grocer's Inc.
CHA, Inc.
FIKSU, Inc.
Grand Valley State University Alumni Association
HeathcareSource, Inc.
National Independent Automobile Dealers Association
National Railroad Passenger Corporation (Amtrak)
Trilogy Financial Services, Inc.
University of Southern Indiana Alumni Association

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



Jessica L. Simpson