

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	Bridge Energy Group, Inc.	377 Simarano Dr. Suite 260	Marlborough	MA	01752	A	5.00%		E	78	40	0		Terri Finch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Brookfield Power US Holding America Co.	200 Donald Lynch Road, Ste. 300	Marlborough	MA	01752	A	5.00%		E	533	111	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	Canon Business Process Services, Inc.	460 West 34th St	New York	NY	10001	A	5.00%		E	4,600	220	0		Joe Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	CGI, Corporation	593 Herndon Pkwy., 3rd Floor	Herndon	VA	20170	A	5.00%		E	12,000	215	0		Joseph Nawrock	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Christian Book Distributors LLC	140 Summit Street	Peabody	MA	01960	A	5.00%		E	460	460	0		Steve Gryglik	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Clean Harbors Environmental Services Companies	42 Longwater Drive	Norwell	MA	02061	A	5.00%		E	7,000	830	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	EvoText, Inc.	83 Cambridge Street	Burlington	MA	01803	A	5.00%		E	25	25	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	Innovative Business Systems, Inc.	161 Northampton St.	Easthampton	MA	01027	A	5.00%		E	30	30	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	Kayem Foods, Inc.	75 Arlington St	Chelsea	MA	02150	A	5.00%		E	450	450	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 Eagle Scout Association	1325 West Walnut Hill Lane	Irving	TX	75015-2079	A	5.00%		M	400,000	3,995	0		Sarah Klimek	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Needham Electric Supply Corporation	5 Shawmut Road	Canton	MA	02021	A	5.00%		E	209	148	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	Prima Electro North America, LLC	711 East Main St	Chicopee	MA	01020	A	5.00%		E	66	66	2		Scan Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	University of Louisiana at Lafayette Alumni Association, Inc.	600 E. St. Mary Blvd.	Lafayette	LA	70503	A	8.00%		M	87,000	201	0		Sarah Klimek	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Vantiv LLC	38 Fountain Square Plaza 530 Build , 4th Fl	Cincinnati	OH	45263	A	5.00%		E	2,803	70	15		Travis Marshall	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Youth Villages, Inc.	4685 Dorsett Shoals Rd	Douglasville	GA	30135	A	5.00%		E	580	250	0		Jonathan Deblanco	(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	Bridge Energy Group, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Brookfield Power US Holding America Co.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Canon Business Process Services, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	CGI, Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Christian Book Distributors LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Clean Harbors Environmental Services Comapanies	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	EvoText, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Innovative Business Systems, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Kayem Foods, Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	National Eagle Scout Association	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Needham Electric Supply Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Prima Electro North America, LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	University of Louisiana at Lafayette Alumni Association, Inc.	24.2%	10.2%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Vantiv LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

Liberty Mutual Insurance Company,  
LM General Insurance Company

Youth Villages, Inc.

24.2%

11.7%

Lower Acquisition Costs, Reduced Marketing Costs

5.0%

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	Boy Scouts of America	1325 West Walnut Hill Lane	Irving	TX	75015-2079	A	5.00%		M	1,100,000	16,892	0		Sarah Klimek	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Bridge Energy Group, Inc.	377 Simarano Dr. Suite 260	Marlborough	MA	01752	A	5.00%		E	78	40	0		Terri Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Brookfield Power US Holding America Co.	200 Donald Lynch Road, Ste. 300	Marlborough	MA	01752	A	5.00%		E	533	111	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	Canon Business Process Services, Inc.	460 West 34th St	New York	NY	10001	A	5.00%		E	4,600	220	0		Joe Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	CGI, Corporation	593 Herndon Pkwy., 3rd Floor	Herndon	VA	20170	A	5.00%		E	12,000	215	0		Joseph Nawrock	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Christian Book Distributors LLC	140 Summit Street	Peabody	MA	01960	A	5.00%		E	460	460	0		Steve Gryglik	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Clean Harbors Environmental Services Companies	42 Longwater Drive	Norwell	MA	02061	A	5.00%		E	7,000	830	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	EvoText, Inc.	83 Cambridge Street	Burlington	MA	01803	A	5.00%		E	25	25	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	Innovative Business Systems, Inc.	161 Northampton St.	Easthampton	MA	01027	A	5.00%		E	30	30	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	Kayem Foods, Inc	75 Arlington St	Chelsea	MA	02150	A	5.00%		E	450	450	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 Eagle Scout Association	1325 West Walnut Hill Lane	Irving	TX	75015-2079	A	5.00%		M	400,000	3,995	0		Sarah Klimek	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Needham Electric Supply Corporation	5 Shawmut Road	Canton	MA	02021	A	5.00%		E	209	148	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	Prima Electro North America, LLC	711 East Main St	Chicopee	MA	01020	A	5.00%		E	66	66	2		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	University of Louisiana at Lafayette Alumni Association, Inc.	600 E. St, Mary Blvd.	Lafayette	LA	70503	A	8.00%		M	87,000	201	0		Sarah Klimek	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Vaniv LLC	38 Fountain Square Plaza 530 Build , 4th Fl	Cincinnati	OH	45263	A	5.00%		E	2,803	70	15		Travis Marshall	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Youth Villages, Inc.	4685 Dorsett Shoals Rd	Douglasville	GA	30135	A	5.00%		E	580	250	0		Jonathan Deblanco	(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	Boy Scouts of America	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Bridge Energy Group, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Brookfield Power US Holding America Co.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Canon Business Process Services, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	CGI, Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Christian Book Distributors LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Clean Harbors Environmental Services Comapanies	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	EvoText, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Innovative Business Systems, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Kayem Foods, Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	National Eagle Scout Association	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Needham Electric Supply Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Prima Electro North America, LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	University of Louisiana at Lafayette Alumni Association, Inc.	24.2%	10.2%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%

Liberty Mutual Insurance Company, LM General Insurance Company	Vantiv LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Youth Villages, Inc.	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:

Boy Scouts of America  
Bridge Energy Group, Inc.  
Brookfield Power US Holding America Co.  
Canon Business Process Services, Inc.  
CGI, Corporation  
Christian Book Distributors LLC  
Clean Harbors Environmental Services Companies  
EvoText, Inc.  
Innovative Business Systems, Inc.  
Kayem Foods, Inc.  
National Eagle Scout Association  
Needham Electric Supply Corporation  
Prima Electro North America, LLC  
University of Louisiana at Lafayette Alumni Association, Inc.  
Vantiv LLC  
Youth Villages, Inc.

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



Jessica L. Simpson