

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 Association of Nurse Practitioners	PO BOX 12846	Austin	TX	78711	A	5%		M	50,000	250	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	American Society of Home Inspectors	932 Lee St. Suite 101	Des Plaines	IL	60016	A	5%		M	6,000	550	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	Blitz Media, Inc.	203 Crescent Street	Waltham	MA	2453	A	5%		E	45	45	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	Center For Autism and Related Disorders, Inc.	19019 Ventura Blvd.	Tarzana	CA	91356-3253	A	5%		E	1,100	30	0		Kimberly Cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Charlesbridge Publishing Inc.	85 Main St 3rd Floor	Watertown	MA	2472	A	5%		E	26	26	0		Caityn Healy	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Eposy Technology, Inc.	14 Fortune Drive	Billerica	MA	1821	A	5%		E	48	48	0		Terra Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Evidera	430 Bedford Street, Suite 300	Lexington	MA	2420	A	5%		E	255	100	0		Alex Faulds	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Gazelle, Inc	25 Thompson Place	Boston	MA	2210	A	5%		E	155	155	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	Golden Living, LLC.	7160 Dallas Parkway, Suite 400	Plano	TX	75024	A	5%		E	29,000	1,446	0		Kelly Hebert	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	GS Precision Inc	101 John Seitz Dr	Brattleboro	VT	5301	A	5%		E	305	305	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	Joule Unlimited Inc.	18 Crosby Drive	Bedford	MA	1730	A	5%		E	125	110	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	Massachusetts Water Resources Authority	Charlestown Naval Yard, 100 First Avenue, Building 39	Boston	MA	2129	A	5%		E	1,165	1,165	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	Murata Power Solutions, Inc	11 Cabor Blvd	Mansfield	MA	2048	A	5%		E	223	223	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	Quantex Corporation	113 Hartwell Avenue	Lexington	MA	2421	A	5%		E	80	80	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	Washburn Alumni Association	1700 SW College	Topeka	KS	66621	A	5%		M	40,000	55	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	YWCA of Central Massachusetts	1 Salem Square	Worcester	MA	1608	A	5%		E	200	200	0		Erik Hutchinson	(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	American Association of Nurse Practitioners	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	American Society of Home Inspectors	24.2%	23.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Blitz Media, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Center For Autism and Related Disorders, Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Charlesbridge Publishing Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Epoxy Technology, Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Evidera	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Gazelle, Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Golden Living, LLC	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	GS Precision Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Joule Unlimited Inc.	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Massachusetts Water Resources Authority	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Murata Power Solutions, Inc	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Quanterix Corporation	24.2%	11.7%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%

Liberty Mutual Insurance Company, LM General Insurance Company	Washburn Alumni Association	24.2%	10.2%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	YWCA of Central Massachusetts	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:

American Association of Nurse Practitioners  
American Society of Home Inspectors  
Blitz Media, Inc.  
Center For Autism and Related Disorders, Inc.  
Charlesbridge Publishing Inc.  
Epoxy Technology, Inc.  
Evidera  
Gazelle, Inc.  
Golden Living, LLC.  
GS Precision Inc.  
Joule Unlimited Inc.  
Massachusetts Water Resources Authority  
Murata Power Solutions, Inc.  
Quanterix Corporation  
Washburn Alumni Association  
YWCA of Central Massachusetts

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



Jonathan D Galda