

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 (C, U, 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	Agfa HealthCare Corporation	580 Gotham Parkway	Carlsbad	NJ	07072	A	5%		E	1800	100	0		Joseph Pizone	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Bank W Holdings, LLC	5 Bedford Farms Dr., Suite 304	Bedford	NH	03110	A	5%		E	65	17	0		Steven Bois	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Diglant, Inc.	100 North Washington St., Suite 502	Boston	MA	02114	A	5%		E	64	64	0		Michael Sakraida	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Internet & Telephone LLC	421 Merrimack St	Methuen	MA	01844	A	5%		E	36	32	0		Maureen Pearson	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Latino Chamber of Commerce, Inc.	1655 Main St., Suite 201	Springfield	MA	01103	A	5%		M	525	525	0		Greg Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	New England Business Associates	66 Industry Ave, Suite 11	Springfield	MA	01060	A	5%		E	75	75	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	Shaheen Bros., Inc	95 Haverhill Rd	Amesbury	MA	01913	A	5%		E	110	110	0		Thomas Lizotte	(888)538-2146 or call a Liberty Mutual Sales Office, www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Southeastern Regional Vocational Technical High School	250 Foundry Street, Route 106	S Easton	MA	02375	A	5%		E	273	273	0		Schwitters, Nina	(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

2014

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	Agfa HealthCare Corporation	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Bank W Holdings, LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Digilant, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Internet & Telephone LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Latino Chamber of Commerce, Inc.	29.0%	27.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	New England Business Associates	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Shaheen Bros., Inc	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Southeastern Regional Vocational Technical High Sc	29.0%	16.4%	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 2014 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 2014 and have confirmed their participation to them in writing:

Agfa HealthCare Corporation
Bank W Holdings, LLC
Digilant, Inc.
Internet & Telephone LLC
Latino Chamber of Commerce, Inc.
New England Business Associates
Shaheen Bros., Inc
Southeastern Regional Vocational Technical High School

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



Jonathan D Galda