

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	AIDS Action Committee of Massachusetts, Inc.	75 Armory Street	Boston	MA	02119	A	5%		E	175	175	0		Anita Patel	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Aircraft Owners and Pilots Association	421 Aviation Way	Fredrick	MD	21701	A	5%		M	300000	6000	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	Biosonica, Inc	275 West Natick Road Suite 1000	Warwick	RI	02886	A	5%		E	800	20	0		Jessica Rossano	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Double E Company, LLC	319 Manley Street, Suite 301	West Bridgewater	MA	02379	A	5%		E	101	101	0		Schwitters, Nina	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Liberty Title & Escrow Co., Inc.	275 W Natick Rd	Warwick	RI	02886	A	5%		E	150	15	0		Julian Delpino	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Nelson Mullins Riley & Scarborough LLP	One Post Office SQ	Boston	MA	29201	A	8%		E	1775	75	0		Frank Remmes	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	PSMJ Resources, Inc.	10 Midland Ave	Newton	MA	02458	A	5%		E	26	26	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	Topco Associates	150 Northwest Point Blvd	Elk Grove	IL	60007	A	5%		E	550	90	0		Theresa Peters	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	YWR International, LLC	100 Mastonford Rd., P.O. Box 6660	Radnor	PA	19087	A	5%		E	2900	25	0		Joseph Nawrocki	(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.

<b>INSURANCE COMPANY</b>	<b>GROUPNAME</b>	<b>(1) Expenses Assumed In Insurer's Rates Currently On File</b>	<b>(2) Expenses Associated With Group Marketing Plan</b>	<b>(3) Reasons for Expensed Difference</b>	<b>(4) Requested Group Rate Deviation</b>
Liberty Mutual Insurance Company, LM General Insurance Company	AIDS Action Committee of Massachusetts, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Aircraft Owners and Pilots Association	29.0%	27.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Bioclinica, Inc	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Double E Company, LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Liberty Title & Escrow Co., Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Nelson Mullins Riley & Scarborough LLP	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%
Liberty Mutual Insurance Company, LM General Insurance Company	PSMJ Resources, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Topco Associates	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	VWR International, LLC	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:

AIDS Action Committee of Massachusetts, Inc.  
Aircraft Owners and Pilots Association  
Bioclinica, Inc  
Double E Company, LLC  
Liberty Title & Escrow Co., Inc.  
Nelson Mullins Riley & Scarborough LLP  
PSMJ Resources, Inc.  
Topco Associates  
VWR International, LLC

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



Jonathan D Galda