

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	ABM Industries	160 Pacific Avenue, Suite 222	San Francisco	CA	94111	A	5%		E	93275	1661	0		David Hayden	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Applied Materials, Inc.	3050 Bowers Ave	Santa Clara	CA	95054-3298	A	5%		E	10669	1158	0		David Hayden	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	ASA/USA Softball Association	2801 NE 50th Street	Oklahoma City	OK	73111	A	5%		M	200000	19170	0		Michael Craig	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	Boyd Technologies, Inc.	501 Pleasant St	South Lee	MA	01260	A	5%		E	44	44	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	Hinshaw and Culbertson LLP	28 State Street, 24th Floor	Boston	MA	02109	A	5%		E	913	35	0		Brent Bowlin	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company, LM General Insurance Company	IBM	3039 Cornwallis Road Building	Research Triangle Park	NC	27709	A	5%		E	115000	1500	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	Senior Whole Health, LLC	58 Charles Street	Cambridge	MA	02141	A	5%		E	325	325	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	World Learning (STD) Graduate Institute	1 Kipling Road	Brattleboro	VT	05302	A	5%		E	400	400	0		Sarah Vezzani	(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>	<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	ABM Industries	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Applied Materials, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	ASA/USA Softball Association	29.0%	27.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Boyd Technologies, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Hinshaw and Culbertson LLP	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	IBM	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	Senior Whole Health, LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company, LM General Insurance Company	World Learning (SIT) Graduate Institute	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:

ABM Industries
Applied Materials, Inc.
ASA/USA Softball Association
Boyd Technologies, Inc.
Hinshaw and Culbertson LLP
IBM
Senior Whole Health, LLC
World Learning (SIT) Graduate Institute

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



Jonathan D Galda