

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	Blauer Manufacturing Co., Inc.	20 Aberdeen St.	Boston	MA	2215	A	5%		E	250	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	Blue Wolf Group LLC	11 East 26th Street	New York	NY	10010	A	5%		E	1,000	34	0		Joe Picone	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	CDK Global Holdings LLC	1950 Hassell Road	Hoffman Estates	IL	60169	A	5%		E	5,500	708	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	Compliance Technologies International, LLP	200 Brickstone Square, Suite 403	Andover	MA	1810	A	5%		E	70	70	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	Crystal Rock Holdings, Inc.	1050 Buckingham St	Watertown	CT	6795	A	5%		E	375	20	0		Gino Mancini	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Globoforce, Inc.	Reservoir Corporate Center, 144 Turn	Southborough	MA	1772	A	5%		E	102	102	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	Mercyhurst University National Alumni Association	501 E 38th St	Erie	PA	16546	A	5%		M	16,000	167	0		Gregory Palatas	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	New York Community Bancorp, Inc.	1601 Veterans Memorial Highway, Ste	Islandia	NY	11749	A	5%		E	4,000	20	0		Joe Picone	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Pittsfield Family YMCA	292 North St	Pittsfield	MA	1201	A	5%		E	92	92	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	PSMJ Resources, Inc.	10 Midland Ave	Newton	MA	2458	A	5%		E	26	26	0		Thomas von less	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	Sports Car Club of America	6620 SE Dwight St.	Topeka	KS	66619	A	5%		M	33,000	400	0		Becki Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	The Children's Workshop, Inc.	45 Industrial Road	Cumberland	RI	2864	A	5%		E	320	105	0		Melissa King-Platt	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company, LM General Insurance Company	University Emergency Medicine Foundation	125 Whipple Street	Providence	RI	2908	A	5%		E	276	39	0		Melissa King-Platt	(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	Blauer Manufacturing Co., Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Blue Wolf Group LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	CDK Global Holdings LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Compliance Technologies International, LLP	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Crystal Rock Holdings, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Globoforce, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Mercyhurst University National Alumni Association	29.0%	14.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	New York Community Bancorp, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	Pittsfield Family YMCA	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
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	Sports Car Club of America	29.0%	14.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	The Children's Workshop, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company , LM General Insurance Company	University Emergency Medicine Foundation	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:

Blauer Manufacturing Co., Inc.  
Blue Wolf Group LLC  
CDK Global Holdings LLC  
Compliance Technologies International, LLP  
Crystal Rock Holdings, Inc.  
Globoforce, Inc.  
Mercyhurst University National Alumni Association  
New York Community Bancorp, Inc.  
Pittsfield Family YMCA  
PSMJ Resources, Inc.  
Sports Car Club of America  
The Children's Workshop, Inc.  
University Emergency Medicine Foundation

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



Jonathan D Galda