

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, 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 and LM General Insurance Company	American Radio Relay League, Inc.	225 Main Street	Newington	CT	06111	A	5%		M	125,000	350	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Digitas, Inc.	33 Arch Street	Boston	MA	02110	A	5%		E	1,709	710	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Ethosenergy Power Solutions, LLC	Brookhollow Central I 2800 North Loop W	Houston	TX	77092	A	5%		E	1,923	180	0		Bradley McCreedy	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	MARC USA	91 Montvale Ave, Suite 104	Stoneham	MA	02180	A	5%		E	20	20	0		Jeanmine Curly	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	National Lumber Company	71 Maple Street	Mansfield	MA	02048	A	5%		E	449	449	0		Schwitters, Nina	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Parkland Medical Center	1 Parkland Drive	Derry	NH	03038	A	5%		E	464	60	0		Paul Addonizio	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Saint Anselm's College Alumni Assoc	100 Saint Anselm's	Manchester	NH	03102	A	5%		M	22,000	8,000	0		Paul Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	The Trustees of Reservations	572 Essex St	Beverly	MA	01915	A	5%		E	276	276	0		Paul Addonizio	(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 and LM General Insurance Company	American Radio Relay League, Inc	29.0%	27.3%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Digitas, Inc.	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ethosenergy Power Solutions, LLC	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	MARC USA	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	National Lumber Company	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Parkland Medical Center	29.0%	16.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Saint Anselm's College Alumni Assoc	29.0%	14.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Trustees of Reservations	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:

American Radio Relay League, Inc.
Digitas, Inc.
Ethosenergy Power Solutions, LLC
MARC USA
National Lumber Company
Parkland Medical Center
Saint Anselm's College Alumni Association
The Trustees of Reservations

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



Jonathan D Galda