

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 and LM General Insurance Company	Atlantis Charter School Corporation	37 Park Street	Fall River	MA	02724	A	5.00%		E	180	180	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	Atrius Health, Inc.	275 Grove Street, Suite 3-300	Newton	MA	02466	A	5.00%		E	6,800	6,500	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	Boston Biomedical Associates, LLC	100 Crowley Drive Suite 216	Marlborough	MA	01752	A	5.00%		E	50	50	0		Thomas von Jess	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	CDF Corporation	77 Industrial Park Rd	Plymouth	MA	02360	A	5.00%		E	110	110	0		Julian Delpino	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Colfax Corporation	420 Natl Bus Pkwy Fl 5	Annapolis Junction	MD	20701	A	5.00%		E	3,000	55	0		Alex Faulds	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Data Electronic Devices	32 Northwestern Dr	Salem	NH	03079	A	5.00%		E	110	110	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	Gloucester Engineering Co., Inc.	11 Dory Road	Gloucester	MA	01930	A	5.00%		E	74	74	0		Thomas Lizotte	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	GoDaddy Group	14455 N. Hayden Road, Ste 219	Scottsdale	AZ	85260	A	5.00%		E	4,425	30	0		Kimberly Cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ladies Auxiliary VFW	406 W. 34th St.	Kansas City	MO	64111	A	5.00%		M	400,000	4,156	0		Leslie Rolison	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Massachusetts International Academy, Inc.	28 Locke Drive	Marlborough	MA	01752	A	5.00%		E	48	48	0		Thomas von Jess	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Motion Recrutement Partners	131 Clarendon St, 3rd Floor	Boston	MA	02116	A	5.00%		E	300	300	0		Patrick Powers	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	MTS Services, Inc.	13 Delta Drive, Suite 7	Londonderry	NH	03053	A	5.00%		E	80	80	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	Old Rochester Regional District	135 Marion Road	Mattapoisett	MA	02739	A	5.00%		E	193	193	0		Julian Delpino	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Paul Smith's College Alumni Association, Inc.	Route 86 & 30, PO Box 265	Paul Smiths	NY	12970	A	8.00%		M	13,000	550	0		Gregory Palatas	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Staples, Inc.	500 Staples Drive	Frammingham	MA	01702	A	5.00%		E	50,000	5,000	0		Joseph Nawrocki	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	The South Shore Conservatory of Music, Inc.	1 Conservatory Drive	Hingham	MA	02043	A	5.00%		E	120	120	0		Laraine Finneran	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	ViralGains, Inc.	290 Congress Street	Boston	MA	02210	A	5.00%		E	30	30	0		Thomas Lizotte	(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

2015

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	Atlantis Charter School Corporation	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Atrius Health, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Boston Biomedical Associates, LLC	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	CDF Corporation	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Colfax Corporation	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Data Electronic Devices	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Gloucester Engineering Co., Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	GoDaddy Group	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ladies Auxiliary VFW	28.9%	22.4%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Massachusetts International Academy, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Motion Recruitment Partners	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	MTS Services, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Old Rochester Regional District	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Paul Smith's College Alumni Association, Inc.	28.9%	10.4%	Lower Acquisition Costs, Reduced Marketing Costs	8.0%

Liberty Mutual Insurance Company and LM General Insurance Company Staples, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company The South Shore Conservatory of Music, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company ViralGains, Inc.	28.9%	16.1%	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 2015 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 2015 and have confirmed their participation to them in writing:

Atlantis Charter School Corporation
Atrius Health, Inc.
Boston Biomedical Associates, LLC
CDF Corporation
Colfax Corporation
Data Electronic Devices
Gloucester Engineering Co., Inc.
GoDaddy Group
Ladies Auxiliary VFW
Massachusetts International Academy, Inc.
Motion Recruitment Partners
MTS Services, Inc.
Old Rochester Regional District
Paul Smith's College Alumni Association, Inc.
Staples, Inc.
The South Shore Conservatory of Music, Inc.
ViralGains, Inc.

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



Jonathan D Galda