

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	Arc Technologies, Inc.	37 South Hunt Rd	Amesbury	MA	01913	A	5%		E	123	115	0		Maureen Pearson	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	Fazzi Associates, Inc.	11 Village Hill Rd Suite 101	Northampton	MA	01060	A	5%		E	100	100	0		Sean Gifford	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	Healthedge Software, Inc.	30 Corporate Drive	Burlington	MA	01803	A	5%		E	150	150	0		Mark Gordon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	L. Knife & Son, Inc.	35 Elder Ave.	Kingston	MA	02364	A	5%		E	367	367	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	The Rockport Company, Llc	1895 I.W. Foster BLVD	Canton	MA	02021	A	5%		E	150	150	0		Brian Walsh	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	TripAdvisor LLC	400 1st Avenue	Needham	MA	02492	A	5%		E	1,377	960	0		Janet Rousseau	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	No
Liberty Mutual Insurance Company and LM General Insurance Company	Yottaa, Inc.	100 5th Ave	Waltham	MA	02451	A	5%		E	80	80	0		Michael Sakraida	(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	Arc Technologies, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Fazzi Associates, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Healthedge Software, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	L. Knife & Son, Inc.	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	The Rockport Company, Llc	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	TripAdvisor LLC	28.9%	16.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Yottaa, 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:

Arc Technologies, Inc.
Fazzi Associates, Inc.
Healthedge Software, Inc.
L. Knife & Son, Inc.
The Rockport Company, Llc
TripAdvisor LLC
Yottaa, Inc.

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



Jonathan D Galda