

193R Application Spreadsheet																	
INSURANCE COMPANY	GROUP NAME	STREET ADDRESS	CITY/TOWN	STATE	ZIP CODE	AUTO (A) or HOME (H)	PROPOSED RATE DEV. (0.0%)	PROPOSED EFFECTIVE DATE	GROUP TYPE	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	Best Buy Direct, LLC	7601 Penn Avenue South	Richfield	MN	55423	A	5.00%		E	110,000	2,234	0		Clara Knarr, Relationship Manager	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Contract Logix LLC	55 Technology Drive	Lowell	MA	01851	A	5.00%		E	51	51	0		Brittany Cassidy	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	HUB International Healthcare Solutions LLC	300 North LaSalle Street, 17th Floor	Chicago	IL	60654	A	5.00%		E	7,000	500	0		Rebecca Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Lumber Liquidators, Inc.	3000 John Deere Road	Toano	VA	23168	A	5.00%		E	2,000	50	0		Wendy Hill	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Merrimack Mortgage Company, Inc.	1045 Elm St	Manchester	NH	03301	A	5.00%		E	155	50	0		Steven Bois	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Shriver Nursing Services, Inc.	591 North Avenue	Wakefield	MA	01880	A	5.00%		E	56	56	0		Sarah MacKinnon	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	TeleTech Services Corporation	9197 S. Peoria St.	Englewood	CO	80112	A	5.00%		E	10,000	10,000	0		Kristi Lamle	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Granite Group Wholesalers LLC, The	6 Storms St	Concord	NH	03301	A	5.00%		E	468	69	0		Steven Bois	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO	
Liberty Mutual Insurance Company and LM General Insurance Company	Veritiv Operating Corporation	1000 Abernathy Road NE, Building 400, Suite 1700	Athens	GA	30328	A	5.00%		E	7,205	138	0		Clara Knarr, Relationship Manager	(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

2016

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.

INSURANCE COMPANY	GROUPNAME	(1) Expenses Assumed In Insurer's Rates Currently On File	(2) Expenses Associated With Group Marketing Plan	(3) Reasons for Expensed Difference	(4) Requested Group Rate Deviation
Liberty Mutual Insurance Company and LM General Insurance Company	Best Buy Direct, LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Contract Logix LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	HUB International Healthcare Solutions LLC	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Lumber Liquidators, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Merrimack Mortgage Company, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Shriver Nursing Services, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	TeleTech Services Corporation	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Granite Group Wholesalers LLC, The	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Veritiv Operating Corporation	27.4%	13.1%	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 2016 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 2016 and have confirmed their participation to them in writing:

Best Buy Direct, LLC
Contract Logix LLC
HUB International Healthcare Solutions LLC
Lumber Liquidators, Inc.
Merrimack Mortgage Company, Inc.
Shriver Nursing Services, Inc.
TeleTech Services Corporation
Granite Group Wholesalers LLC, The
Veritiv Operating Corporation

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



Gina Gibler