

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	Aramark Uniform & Career Apparel, LLC	115 N First Street	Burbank	CA	91502	A	5%		E	8,300	167	0		Jennifer Moore	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Bridgewater Credit Union	75 Main Street	Bridgewater	MA	02324	A	5%		CU	31,000	31,000	0		Michelle Viragliano	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	FusionStorm, Inc.	124 Grove St Ste 311	Franklin	MA	02038	A	5%		E	370	100	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	ImmunoGen, Inc.	830 Winter Street	Waltham	MA	02451	A	5%		E	382	382	0		Terri Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ironshores, Inc.	75 Federal St, 5th Floor	Boston	MA	02110	A	5%		E	535	75	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Lower Pioneer Valley Educational Collaborative	174 Brush Hill Ave	West Springfield	MA	01089	A	5%		E	425	425	0		Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Massachusetts General Hospital	55 Fruit Street	Boston	MA	02115	A	5%		E	22,000	21,500	0		Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ortho Clinical Diagnostics, Inc.	404 Wyman St. Ste 425 N.	Waltham	MA	02451	A	5%		E	2,050	36	0		Patricia Mady	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Roadrunner Transportation Services, Inc.	4900 Pennsylvania	Cudahy	WI	53110	A	5%		E	4,500	20	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	Williams Distributing Company, Inc.	880 Burnett Road	Chicopee	MA	01020	A	5%		E	81	81	0		Gregory Rankowitz	(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.

<u>INSURANCE COMPANY</u>	<u>GROUPNAME</u>	(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	Aramark Uniform & Career Appa	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Bridgewater Credit Union	27.4%	13.6%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	FusionStorm, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	ImmunoGen, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ironshores, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Lower Pioneer Valley Education:	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Massachusetts General Hospital	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ortho Clinical Diagnostics, Inc.	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Roadrunner Transportation Serv	27.4%	13.1%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Williams Distributing Company, I	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:

Aramark Uniform & Career Apparel, LLC
Bridgewater Credit Union
FusionStorm, Inc.
ImmunoGen, Inc.
Ironshores, Inc.
Lower Pioneer Valley Educational Collaborative
Massachusetts General Hospital
Ortho Clinical Diagnostics, Inc.
Roadrunner Transportation Services, Inc.
Williams Distributing Company, Inc.

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



Gina Gibler

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Liberty Mutual Insurance Company and LM General Insurance Company	Aramark Uniform & Career Apparel, LLC	115 N First Street	Burbank	CA	91502	A	5%		E	8,300	167		1/1/2017	Jennifer Moore	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Bridgewater Credit Union	75 Main Street	Bridgewater	MA	02324	A	5%		CU	31,000	31,000		10/24/2016	Michelle Vitagliano	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	FusionStorm, Inc.	124 Grove St Ste 311	Franklin	MA	02038	A	5%		E	370	100		12/1/2016	Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	ImmunoGen, Inc.	830 Winter Street	Waltham	MA	02451	A	5%		E	382	382		11/30/2016	Terri Fitch	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ironshores, Inc.	75 Federal St, 5th Floor	Boston	MA	02110	A	5%		E	535	75		12/1/2016	Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Lower Pioneer Valley Educational Collaborative	174 Brush Hill Ave	West Springfield	MA	01089	A	5%		E	425	425		12/1/2016	Gregory Rankowitz	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Massachusetts General Hospital	55 Fruit Street	Boston	MA	02115	A	5%		E	22,000	21,500		1/2/2017	Paul G Hackley	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Ortho Clinical Diagnostics, Inc.	404 Wyman St. Ste 425 N.	Waltham	MA	02451	A	5%		E	2,050	36		6/30/2014	Patricia Mady	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Roadrunner Transportation Services, Inc.	4900 Pennsylvania	Cudahy	WI	53110	A	5%		E	4,500	20		11/1/2016	Rebecca Zeipen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
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