

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	University of Massachusetts	333 South Street	Shrewsbury	MA	01545	A	5%		E	15,800	14,500	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	Ipswich, Inc.	83 Hartwell Ave	Lexington	MA	02421	A	5%		E	280	280	0		Michael Sakraida	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Corden Pharma Colorado, Inc.	2075 55th Street	Boulder	CO	80301	A	5%		E	251	19	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	LifePath, Inc.	101 Munson Street	Greenfield	MA	01301	A	5%		E	145	145	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	Cybereason Inc.	200 Clarendon St, Fl 21	Boston	MA	02116	A	5%		E	165	165	0		Michael Sakraida	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Andover Healthcare, Inc.	130 International Drive	Portsmouth	NH	03801	A	5%		E	275	125	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	Scott Electronics	33 Northwestern Ave	Salem	NH	03079	A	5%		E	108	54	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

2017

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) <u>Expenses Assumed In Insurer's Rates Currently On File</u>	(2) <u>Expenses Associated With Group Marketing Plan</u>	(3) <u>Reasons for Expensed Difference</u>	(4) <u>Requested Group Rate Deviation</u>
ABC Company	AAA Engineers, Inc.	25.0%	20.0%	Lower Acquisition Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	University of Massachusetts	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Ipswitch, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
Liberty Mutual Insurance Company and LM General Insurance Company	Corden Pharma Colorado, Inc.	26.4%	9.9%	Lower Acquisition Costs, Reduced Marketing Costs	5.0%
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MASSACHUSETTS
GROUP MARKETING RATE DEVIATION NEW/RENEWAL
AFFIDAVIT

Attached is the documentation required for the application for the listed Liberty Mutual Group 2017 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 2017 and have confirmed their participation to them in writing:

University of Massachusetts
Ipswich, Inc.
Corden Pharma Colorado, Inc.
LifePath, Inc.
Cybereason Inc.
Andover Healthcare, Inc.
Scott Electronics

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



Joanna Park

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Liberty Mutual Insurance Company and LM General Insurance Company	Corden Pharma Colorado, Inc.	2075 55th Street	Boulder	CO	80301	A	5%		E	251	19	0		Kimberly Cohen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
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Liberty Mutual Insurance Company and LM General Insurance Company	Cybereason Inc.	200 Clarendon St, Fl 21	Boston	MA	02116	A	5%		E	165	165	0		Michael Sakraida	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO
Liberty Mutual Insurance Company and LM General Insurance Company	Andover Healthcare, Inc.	130 International Drive	Portsmouth	NH	03801	A	5%		E	275	275	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	Scott Electronics	33 Northwestern Ave	Salem	NH	03079	A	5%		E	108	108	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	Tesla, Inc.	3500 Deer Creek Rd	Palo Alto	CA	94304	A	5%		O	80,000	80,000	0		Julia Muhlen	(888)538-2146 or call a Liberty Mutual Sales Office. www.libertymutual.com	NO

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