

## Ideal Client Profile:

We are looking to partner with companies whose management teams are **serious** about and **committed** to creating a safer work environment.

- Primarily operating within a 4 walled or controlled environment
- Company must be domiciled in and have majority of exposure in DE, GA, IL, IN, KY, MD, MI, NJ, NC, PA, SC, TN or VA
- Experience mod of 1.0 or greater
- \$100,000 minimum annual workers; compensation premium
- Over the road exposure less than 25% of total payroll
- Commitment to Transitional Return to Work program

## Submission Requirements:

- ACCORD Apps 125 & 130
- 5 Years - Currently Values Loss Runs
- 5 Years-Payroll History by Class Code
- 5 Years - Premium History
- Current Experience Mod Worksheet
- Agent Narrative
- Expiring Premium

We will schedule an on-site visit of the facility as part of our underwriting process.

## Preferred Classes of Business

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|---|--|---|
| 5 - TREE PRUNING  | 2503 - DRESSMAKING OR TAILORING--CUSTOM EXCLUSIVELY                | 3303 - SPRING MFG   |
| 8 - MUSHROOM RAISING                                      | 2534 - FEATHER OR FLOWER MFG.--ARTIFICIAL                          | 3307 - HEAT-TREATING--METAL                                       |
| 16 - ORCHARD  | 2570 - MATTRESS OR BOX SPRING MFG                                  | 3315 - BRASS OR COPPER GOODS MFG                                  |
| 34 - ANIMAL RAISING                                       | 2585 - LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS                    | 3334 - TIN FOIL MFG   |
| 35 - FARM: FLORIST & DRIVERS                              | 2586 - CLEANING OR DYEING & ROUTE SUPERVISORS, DRIVERS             | 3365 - WELDING OR CUTTING NOC & DRIVERS                           |
| 36 - DAIRY FARM   | 2587 - TOWEL OR TOILET SUPPLY CO. & ROUTE SUPERVISORS, DRIVERS     | 3372 - ELECTROPLATING   |
| 37 - FARM: FIELD CROPS & DRIVERS                          | 2589 - LAUNDRY AND DRY CLEANING STORE--RETAIL--& ROUTE SUPERVISORS | 3373 - GALVANIZING OR TINNING--NOT ELECTROLYTIC                   |
| 79 - FARM: BERRY OR VINEYARD & DRIVERS                    | 2600 - FUR PROCESSING--PREPARING SKINS                             | 3383 - JEWELRY MFG  |
| 83 - LIVESTOCK FARM                                       | 2623 - LEATHER MFG.--INCLUDING TANNING, LEATHER EMBOSING           | 3385 - WATCH MFG  |
| 106 - PROCESSED MEAT PRODUCTS MFG.                        | 2651 - SHOE STOCK MFG  | 3400 - METAL STAMPED GOODS MFG. NOC (N/A MA)                      |
| 109 - DAIRY PRODUCTS MFG.                                 | 2660 - BOOT OR SHOE MFG. NOC                                       | 3507 - CONSTRUCTION OR AGRICULTURAL MACHINERY MFG                 |
| 110 - ICE CREAM MFG.                                      | 2670 - GLOVE MFG.--LEATHER OR TEXTILE                              | 3515 - TEXTILE MACHINERY MFG                                      |
| 113 - PRESERVING OR CANNING OF FOOD                       | 2683 - LUGGAGE MFG   | 3548 - PRINTING OR BOOKBINDING MACHINE MFG                        |
| 139 - DYEING  | 2688 - LEATHER GOODS MFG. NOC                                      | 3559 - CONFECTION MACHINE MFG                                     |
| 170 - FUR BEARING ANIMAL FARMS                            | 2710 - SAWMILL   | 3574 - COMPUTING, RECORDING OR OFFICE MACHINE MFG. NOC            |
| 400 - COTTON COMPRESSING & DRIVERS                        | 2714 - VENEER MFG  | 3581 - FUEL INJECTION DEVICE MFG                                  |
| 401 - COTTON GIN OPERATION & LOCAL MANAGERS, DRIVERS      | 2731 - PLANING OR MOLDING MILL                                     | 3612 - PUMP MFG   |
| 653 - MASONRY   | 2735 - FURNITURE STOCK MFG   | 3620 - BOILERMAKING   |
| 917 - GROCERY STORE                                       | 2759 - PALLET, BOX OR BOX SHOOK MFG. WOODEN                        | 3629 - PRECISION MACHINED PARTS MFG. NOC                          |
| 918 - BAKERY SHOP   | 2790 - PATTERN MAKING NOC  | 3632 - MACHINE SHOP NOC   |
| 1430 - SMELTING, SINTERING OR REFINING--LEAD-& DRIVERS    | 2797 - MOBILE OR TRAILER HOME MFG. & DRIVERS--AUTOMOBILE           | 3634 - VALVE MFG  |
| 1452 - ORE MILLING & DRIVERS                              | 2799 - MANUFACTURED, MODULAR, OR PREFABRICATED HOME SETUP          | 3635 - GEAR MFG. OR GRINDING                                      |
| 1463 - ASPHALT WORKS OPERATED BY PAVING CONTRACTORS- PERM | 2802 - CARPENTRY--SHOP ONLY--& DRIVERS                             | 3638 - BALL OR ROLLER BEARING MFG                                 |
| 1472 - DISTILLATION- WOOD-& DRIVERS                       | 2836 - BRUSH OR BROOM MFG. NOC                                     | 3642 - BATTERY MFG.--DRY  |
| 1699 - ROCK WOOL MFG.                                     | 2841 - WOODENWARE MANUFACTURING NOC                                | 3643 - ELECTRIC POWER OR TRANSMISSION EQUIPMENT MFG               |
| 1701 - CEMENT MFG.  | 2883 - FURNITURE MFG.--WOOD--NOC                                   | 3647 - BATTERY MFG.--STORAGE                                      |
| 1747 - EMERY WORKS & DRIVERS                              | 2913 - RATTAN, WILLOW OR TWISTED FIBER PRODUCTS MFG.               | 3648 - AUTOMOTIVE LIGHTING, IGNITION OR STARTING APPARATUS        |
| 1748 - ABRASIVE WHEEL MFG. & DRIVERS                      | 2915 - VENEER PRODUCTS MFG   | 3681 - TELEVISION, RADIO, TELEPHONE OR TELECOMMUNICATION          |
| 1853 - MICA GOODS MFG. & MICA PREPARING                   | 2923 - PIANO MFG   | 3685 - INSTRUMENT MFG. NOC  |
| 1924 - WIRE DRAWING OR CABLE MFG.- NOT IRON OR STEEL      | 2942 - PENCIL, PENHOLDER OR CRAYON MFG                             | 3808 - AUTOMOBILE MFG. OR ASSEMBLY                                |
| 1925 - DIE CASTING MFG.                                   | 2960 - WOOD PRESERVING & DRIVERS                                   | 3824 - AUTOMOBILE, BUS, TRUCK OR TRAILER BODY MFG.: NOC           |
| 2002 - MACARONI MFG.                                      | 3004 - IRON OR STEEL: MANUFACTURING: STEELMAKING--& DRIVERS        | 3826 - AIRCRAFT ENGINE MFG  |
| 2003 - BAKERY & DRIVERS, ROUTE SUPERVISORS                | 3022 - PIPE OR TUBE MFG. NOC & DRIVERS                             | 3827 - AUTOMOBILE ENGINE MFG                                      |
| 2014 - GRAIN OR FEED MILLING                              | 3027 - ROLLING MILL NOC & DRIVERS                                  | 3830 - AIRPLANE MFG   |
| 2016 - CEREAL OR BAR MFG.                                 | 3028 - PIPE OR TUBE MFG.--IRON OR STEEL--& DRIVERS                 | 3851 - MOTORCYCLE MFG. OR ASSEMBLY                                |
| 2021 - SUGAR REFINING                                     | 3030 - IRON OR STEEL: FABRICATION: IRON OR STEEL WORKS             | 3855 - BABY CARRIAGE MFG  |
| 2039 - ICE CREAM MFG. & DRIVERS                           | 3042 - ELEVATOR OR ESCALATOR MFG                                   | 3881 - CAR MFG.--RAILROAD--& DRIVERS                              |
| 2041 - CANDY, CHOCOLATE, AND CONFECTION MFG.              | 3064 - SIGN MANUFACTURING--METAL                                   | 4021 - BRICK OR CLAY PRODUCTS MFG. NOC & DRIVERS                  |
| 2065 - MILK PRODUCTS MFG. NOC                             | 3076 - SHEET METAL WORK--SHOP                                      | 4034 - CONCRETE PRODUCTS MFG. & DRIVERS                           |
| 2070 - CREAMERY OR DAIRY & ROUTE SUPERVISORS, DRIVERS     | 3110 - FORGING WORK--DROP OR MACHINE                               | 4036 - PLASTERBOARD OR PLASTER BLOCK MFG. & DRIVERS               |
| 2081 - BUTCHERING   | 3111 - BLACKSMITH  | 4038 - PLASTER STATUARY OR ORNAMENT MFG                           |
| 2089 - PACKING HOUSE- ALL OPERATIONS                      | 3113 - TOOL MFG.--NOT DROP OR MACHINE FORGED--NOC                  | 4053 - POTTERY MFG.: CHINA OR TABLEWARE                           |
| 2095 - MEAT PRODUCTS MFG. NOC                             | 3114 - TOOL MFG.--DROP OR MACHINE FORGED--NOC: MACHINING           | 4101 - GLASS MFG.--& DRIVERS                                      |
| 2105 - FRUIT PACKING                                      | 3118 - SAW MFG   | 4109 - INTEGRATED CIRCUIT MFG.                                    |
| 2110 - PICKLE MFG.  | 3119 - NEEDLE MFG  | 4110 - ELECTRIC BULB MFG  |
| 2111 - CANNERY NOC.                                       | 3122 - CUTLERY MFG. NOC  | 4111 - GLASSWARE MFG.--NO AUTOMATIC BLOWING MACHINES              |
| 2112 - FRUIT EVAPORATING OR PRESERVING                    | 3126 - TOOL MFG.--AGRICULTURAL, CONSTRUCTION, LOGGING              | 4113 - GLASS MFG.--CUT  |
| 2114 - OYSTER PROCESSING                                  | 3131 - BUTTON OR FASTENER MFG.--METAL                              | 4114 - GLASSWARE MFG. NOC   |
| 2121 - BREWERY & DRIVERS                                  | 3132 - NUT OR BOLT MFG   | 4130 - GLASS MERCHANT   |
| 2130 - SPIRITUOUS LIQUOR DISTILLERY                       | 3145 - SCREW MFG   | 4131 - MIRROR MFG   |
| 2131 - SPIRITUOUS LIQUOR BOTTLING                         | 3146 - HARDWARE MFG. NOC   | 4133 - CATHEDRAL OR ART GLASS WINDOW MFG                          |
| 2143 - FRUIT JUICE MFG. & DRIVERS                         | 3169 - STOVE MFG   | 4149 - OPTICAL GOODS MFG. NOC                                     |
| 2157 - BOTTLING NOC & ROUTE SUPERVISORS, DRIVERS          | 3179 - LAMP MFG. & REPAIR  | 4206 - PULP MFG.--GROUND WOOD PROCESS                             |
| 2172 - CIGARETTE MFG                                      | 3180 - ELECTRIC OR GAS LIGHTING                                    | 4239 - PAPER MFG  |
| 2174 - TOBACCO REHANDLING OR WAREHOUSING                  | 3188 - PLUMBERS' SUPPLIES MFG. NOC                                 | 4240 - BOX MFG.--SET-UP PAPER                                     |
| 2211 - COTTON BATTING, WADDING OR WASTE MFG.              | 3220 - CAN MFG   | 4244 - CORRUGATED OR FIBERBOARD CONTAINER MFG                     |
| 2220 - YARN OR THREAD MFG.--COTTON                        | 3223 - LAMP OR PORTABLE LANTERN MFG                                | 4250 - PAPER COATING  |
| 2286 - WOOL SPINNING AND WEAVING                          | 3224 - ENAMEL WARE MFG   | 4251 - STATIONERY MFG   |
| 2288 - FELTING MFG  | 3227 - ALUMINUM WARE MFG   | 4263 - FIBER GOODS MFG  |
| 2300 - PLUSH OR VELET MFG                                 | 3240 - WIRE ROPE OR CABLE MFG.--IRON OR STEEL                      | 4273 - BAG MFG.--PLASTIC OR PAPER                                 |
| 2302 - SILK THREAD OR YARN MFG                            | 3241 - WIRE DRAWING--IRON OR STEEL                                 | 4279 - PAPER GOODS MFG. NOC                                       |
| 2305 - TEXTILE FIBER MFG.- SYNTHETIC                      | 3255 - WIRE CLOTH MFG  | 4282 - DRESS PATTERN MFG.--PAPER                                  |
| 2361 - HOSIERY MFG  | 3257 - WIRE GOODS MFG. NOC   | 4283 - BUILDING OR ROOFING PAPER OR FELT PREPARATION--NO PRINTING |
| 2362 - KNIT GOODS MFG. NOC.                               | 3270 - EYELET MFG  | 4299 - PRINTING   |
| 2380 - WEBBING MFG  | 3300 - BED SPRING OR WIRE MATTRESS MFG                             | 4304 - NEWSPAPER PUBLISHING                                       |

## Preferred Classes of Business

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| 4307 - BOOKBINDING   | 6884 - PAINTING: SHIP HULLS                                  | 8745 - NEWS AGENT OR DISTRIBUTOR OF MAGAZINES   |
| 4351 - PHOTOENGRAVING  | 7038 - BOAT LIVERY-BOATS UNDER 15 TONS                       | 8748 - AUTOMOBILE SALESPERSONS  |
| 4352 - ENGRAVING   | 7098 - VESSELS- NOT SELF-PROPELLED                           | 8755 - LABOR UNION-ALL EMPLOYEES  |
| 4360 - MOTION PICTURE: DEVELOPMENT OF NEGATIVES, PRINTING    | 7133 - RAILROAD OPERATION: NOC-ALL EMPLOYEES & DRIVERS       | 8799 - MAILING OR ADDRESSING COMPANY OR LETTER SERVICE                                |
| 4361 - PHOTOGRAPHER--ALL EMPLOYEES & CLERICAL, SALESPERSON   | 7309 - STEVEDORING: NOC                                      | 8800 - MAILING OR ADDRESSING CO. & CLERICAL   |
| 4410 - RUBBER GOODS MFG. NOC                                 | 7350 - FREIGHT HANDLING NOC-COVERAGE UNDER U.S. ACT          | 8803 - AUDITORS, ACCOUNTANT OR FACTORY COST OR OFFICE SYSTEM                          |
| 4420 - RUBBER TIRE MFG                                       | 7360 - FREIGHT HANDLING NOC                                  | 8810 - CLERICAL OFFICE EMPLOYEES NOC  |
| 4431 - MAGNETIC AND OPTICAL RECORDING MEDIA MFG              | 7382 - BUS CO.: ALL OTHER EMPLOYEES & DRIVERS                | 8820 - ATTORNEY-ALL EMPLOYEES & CLERICAL, MESSENGERS, DRIVERS                         |
| 4432 - PEN MFG   | 7390 - BEER OR ALE DEALER-WHOLESALE & DRIVERS                | 8824 - RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES                               |
| 4439 - LACQUER OR SPIRIT VARNISH MFG                         | 7520 - WATERWORKS OPERATION & DRIVERS                        | 8826 - RETIREMENT LIVING ENTERS: ALL OTHER EMPLOYEES, SALESPERSON                     |
| 4452 - PLASTICS MFG.: FABRICATED PRODUCTS NOC                | 7580 - SEWAGE DISPOSAL PLANT OPERATION & DRIVERS             | 8831 - HOSPITAL-VETERINARY & DRIVERS  |
| 4459 - PLASTICS MFG.: SHEETS, RODS, OR TUBES                 | 7590 - GARBAGE WORKS   | 8832 - PHYSICIAN & CLERICAL   |
| 4470 - CABLE MFG. --INSULATED ELECTRICAL                     | 7600 - TELEPHONE OR TELEGRAPH CO.: SLL OTHER EMPLOYEES       | 8833 - HOSPITAL: PROFESSIONAL EMPLOYEES   |
| 4484 - PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC           | 7610 - RADIO OR TELEVISION BROADCASTING STATION-ALL EMPLO    | 8842 - MENTAL HEALTH GROUP CARE HOMES-ALL EMPLOYEES & DRIVERS                         |
| 4493 - FABRIC COATING OR IMPREGNATING NOC                    | 8001 - STORE: FLORIST & DRIVERS                              | 8855 - BANKS AND TRUST COMPANIES--ALL EMPLOYEES, SALESPERSONS, DRIVERS, & CLERICAL    |
| 4511 - ANALYTICAL CHEMIST                                    | 8002 - AUTOMOBILE RENTAL CO.: ALL OTHER EMPLOYEES & COUNT    | 8856 - CHECK CASHING ESTABLISHMENTS-- ALL EMPLOYEES--SALESPERSONS, DRIVERS & CLERICAL |
| 4557 - INK MFG   | 8006 - GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GRO    | 8864 - SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALES                             |
| 4558 - LACQUER OR SPIRIT VARNISH MFG.                        | 8017 - STORE: RETAIL   | 8868 - COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL                                     |
| 4568 - SALT, BORAX OR POTASH PRODUCING OR REFINING & DRIVERS | 8018 - STORE: WHOLESALE NOC                                  | 8869 - CHILD DAY CARE CENTER- PROFESSIONAL EMPLOYEES AND C                            |
| 4581 - PHOSPHATE WORKS & DRIVERS                             | 8058 - BUILDING MATERIAL DEALER- NEW MATERIALS ONLY: STORAGE | 8871 - CLERICAL TELECOMMUTER EMPLOYEES  |
| 4583 - FERTILIZER MFG. & DRIVERS                             | 8072 - STORE: BOOK, RECORD, COMPACT DISC, SOFTWARE, VIDEO    | 8901 - TELEPHONE OR TELEGRAPH CO.: OFFICE OR EXCHANGE EMPLOYEES                       |
| 4611 - DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION, COMP    | 8102 - SEED MERCHANT   | 9040 - HOSPITAL: ALL OTHER EMPLOYEES  |
| 4635 - OXYGEN OR HYDROGEN MFG. & DRIVERS                     | 8103 - WOOL MERCHANT   | 9044 - CASINO GAMBLING HOTEL ALL EMPLOYEES & CLERICAL                                 |
| 4653 - GLUE MFG. & DRIVERS                                   | 8105 - STORE: HIDE OR LEATHER DEALER                         | 9052 - HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS                             |
| 4655 - RENDERING WORKS NOC & DRIVERS                         | 8106 - IRON OR STEEL MERCHANT & DRIVERS                      | 9058 - HOTEL: RESTUARANT EMPLOYEES  |
| 4670 - COTTONSEED OIL MFG.-- MECHANICAL & DRIVERS            | 8107 - MACHINERY DEALER NOC-STORE OR YARD- & DRIVERS         | 9060 - CLUBS  |
| 4683 - OIL MFG.-- VEGETABLE-- NOC                            | 8111 - PLUMBERS' SUPPLIES DEALER & DRIVERS                   | 9061 - CLUB NOC & CLERICAL  |
| 4692 - DENTAL LABORATORY                                     | 8116 - FARM MACHINERY DEALER-ALL OPERATIONS & DRIVERS        | 9062 - CASINO GAMBLING: ALL EMPLOYEES & CLERICAL, SALESPERSON                         |
| 4693 - PHARMACEUTICAL OR SURGICAL GOODS MFG. NOC             | 8203 - ICE MFG. OR DISTRIBUTION & DRIVERS                    | 9063 - YMCA, YWCAYMHA OR YWHA, INSTITUTION-ALL EMPLOYEES                              |
| 4703 - CORN PRODUCTS MFG                                     | 8204 - BUILDING MATERIAL YARD & LOCAL MANAGERS, DRIVERS      | 9082 - RESTAURANT NOC   |
| 4716 - LARD REFINING   | 8209 - VEGETABLE PACKING & DRIVERS                           | 9083 - RESTAURANT: FAST FOOD  |
| 4717 - BUTTER SUBSTITUTE MFG                                 | 8215 - FEED, FERTILIZER, HAY, OR GRAIN DEALER & LOCAL MAN    | 9084 - BAR, DISCOTEQUE, LOUNGE, NIGHTCLUB OR TAVERN                                   |
| 4720 - SOAP OR SYNTHETIC DETERGENT MFG                       | 8232 - LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES    | 9089 - BILLIARD HALL  |
| 4741 - ASPHALT OR TAR DISTILLING OR REFINING & DRIVERS       | 8233 - COAL MANAGEMENT & LOCAL MANAGERS, DRIVERS             | 9093 - BOWLING LANE   |
| 4751 - SYNTHETIC RUBBER MFG                                  | 8235 - SASH, DOOR OR ASSEMBLED MILLWORK DEALER & RIVERS      | 9101 - COLLEGE: ALL OTHER EMPLOYEES   |
| 4825 - DRUG, MEDICINE OR PHARMACEUTICAL PREPARATION MFG.     | 8263 - JUNK DEALER & DRIVERS                                 | 9402 - STREET CLEANING AND DRIVERS  |
| 4828 - CHEMICAL BLENDING OR MIXING NOC-- ALL OPERATIONS      | 8264 - BOTTLE DEALER--USED & DRIVERS                         | 9403 - GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS                                  |
| 4902 - SPORTING GOODS MFG. NOC                               | 8265 - IRON OR STEEL SCRAP DEALER & DRIVERS                  | 9501 - PAINTING: SHOP ONLY & DRIVERS  |
| 4923 - PHOTOGRAPHIC SUPPLIES MFG                             | 8279 - STABLE OR BREEDING FARM & DRIVERS                     | 9505 - PAINTING: AUTOMOBILE OR CARRIAGE BODIES  |
| 4940 - SODA WATER FOUNTAIN OR APPARATUS MFG                  | 8288 - LIVESTOCK DEALER OR COMMISSION MERCHANT & SALESPERSON | 9522 - UPHOLSTERING   |
| 5022 - MASONRY NOC   | 8292 - STORAGE WAREHOUSE NOC                                 | 9586 - BARBERSHOP, BEAUTY PARLOR OR HAIR STYLING SALON                                |
| 5183 - PLUMBING NOC & DRIVERS                                | 8304 - GRAIN ELEVATOR OPERATION & LOCAL MANAGERS, DRIVERS    | 9600 - TAXIDERMIST  |
| 5192 - VENDING OR COIN OPERATED MACHINES--INSTALLATION       | 8350 - GASOLINE DEALER & DRIVERS                             |   |
| 5221 - CONCRETE OR CEMENT WORK-- FLOORS, DRIVEWAYS, YARDS    | 8380 - AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS         |   |
| 5348 - CERAMIC TILE, INDOOR STONE, MARBLE, OR MOSAIC WORK    | 8381 - GASOLINE STATION: SELF-SERVICE ONLY-RETAIL            |   |
| 5403 - CARPENTRY--NOC  | 8385 - BUS CO.: GARAGE EMPLOYEES                             |   |
| 5705 - SALVAGE OPERATION--NO WRECKING OR ANY STRUCTURAL      | 8392 - AUTOMOBILE STORAGE GARAGE, PARKING LOT OR PARKING     |   |
| 6503 - POTATO CHIP, POPCORN & SNACK CHIP MFG. NOC            | 8393 - AUTOMOBILE BODY REPAIR                                |   |
| 6504 - FOOD SUNDRIES MFG. NOC-NO CEREAL MILLING              | 8500 - METAL SCRAP DEALER & DRIVERS                          |   |
| 6801 - BOAT BUILDING-WOOD-NOC & DRIVERS-COVERAGE UNDER       | 8601 - ARCHITECT OR ENGINEER-CONSULTING                      |   |
| 6811 - BOATBUILDING-WOOD-NOC & DRIVERS                       | 8603 - ARCHITECTURAL OR ENGINEERING FIRM - CLERICAL          |   |
| 6824 - BOATBUILDING OR REPAIR & DRIVERS                      | 8723 - INSURANCE COMPANIES -INCLUDING CLERICAL & SALES       |   |
| 6826 - MARINA & DRIVERS                                      | 8742 - SALESPERSONS OR COLLECTORS- OUTSIDE                   |   |
| 6843 - SHIPBUILDING-IRON OR STEEL-NOC & DRIVERS              |  |   |