

## 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 and have majority exposure in PA, MI, MD or NJ.
- 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:

- ACORD Apps 125 & 130
- 5 Years - Currently Valued Loss Runs
- 5 Years - Payroll History by Class Code
- 5 Years - Premium History
- Current Experience Mod Worksheet
- Current Company Financials
- Agent Narrative
- Expiring Premium

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

## Preferred Classes of Business

1754 - ABRASIVE WHEEL MFG-CERAMIC	2081 - BUTCHERING	7461 - DRUG PREP COMPOUNDING OR BLEND
8800 - ADDRESSING OR MAILING CO - NPJ	3131 - BUTTON MFG - METAL	4827 - DYE OR DYE INTERMEDIATE MFG NO
3507 - AGRICULTURAL MACH MFG	4479 - BUTTON MFG NOC	4023 - EARTHENWARE MFG NOC - & D
3571 - AIR PRESSURE GAUGE MFG	4470 - CABLE MFG - INSULATED ELECTRIC	0034 - EGG PRODUCER - & D.
3826 - AIRCRAFT ENGINE MFG.	1924 - CABLE MFG - NOT IRON OR STEEL	7539 - ELECTRIC LIGHT OR POWER CO. N.
3830 - AIRPLANE MFG	3220 - CAN MFG	7540 - ELECTRIC LIGHT OR POWER COOPER
7390 - ALE OR BEER DEALER - WHOLESALE	4710 - CANDLE MFG NPJ	3193 - ELECTRIC LIGHTING FIXTURE MFG
3227 - ALUMINUM WARE MFG	2111 - CANNERY NOC	3194 - ELECTRIC LIGHTING FIXTURE MFG
9180 - AMUSEMENT DEVICE OPERATION NOC	3881 - CAR MFG - RAILROAD - & D	7538 - ELECTRIC POWER LINE CONSTR & D
9016 - AMUSEMENT PARK OR EXHIBITION	2383 - CARBON PAPER MFG	3643 - ELECTRIC POWER OR TRANSMISSION
5951 - ANTI-TOXIN SERUM OR VIRUS MFG	5645 - CARPENTRY - DETACHED ONE OR TWO	3179 - ELECTRICAL APPARATUS MFG NOC
8601 - ARCHITECT OR ENGINEER - CONSUL	5437 - CARPENTRY - INSTALLATION OF CA	3681 - ELECTRICAL HARNESS ASSEMBLY
5473 - ASBESTOS CONTRACTOR & DRIVERS	2802 - CARPENTRY - SHOP ONLY - & D	5190 - ELECTRICAL WIRING - WITHIN BUILDING
4741 - ASPHALT OR TAR DISTILLING OR R	5403 - CARPENTRY NOC & DRIVERS	3372 - ELECTROPLATING NPJ
1463 - ASPHALT WORKS & D	2402 - CARPET MFG NOC	5160 - ELEVATOR ERECTION OR REPAIR
9182 - ATHLETIC TEAM OR PARK - OPERATION	3864 - CARRIAGE OR WAGON MFG OR ASSEMBLY	3042 - ELEVATOR MFG
9179 - ATHLETIC TEAM OR PARK: CONTACT	9044 - CASINO-HOTEL-ALL EMPLOYEES	2388 - EMBROIDERY MFG
9178 - ATHLETIC TEAM OR PARK: NON-CON	4133 - CATHEDRAL WINDOW MFG	1747 - EMERY WORKS & D
8820 - ATTORNEY - ALL EMPLOYEES & C,M	4115 - CATHODE RAY TUBE MFG	4352 - ENGRAVING
8803 - AUDITOR, OR FACTORY COST	1701 - CEMENT MFG	6217 - EXCAVATION NOC & D
5188 - AUTOMATIC SPRINKLER INSTALLATION	9220 - CEMETERY OPERATION	4771 - EXPLOSIVES OR AMMUNITION MFG -
8393 - AUTOMOBILE BODY REPAIR	8709 - CHECKERS, INSPECTORS,SAMPLERS,	4627 - EXTRACT MFG - DYEWOOD, LICORIC
8396 - AUTOMOBILE CAR WASH & D	4828 - CHEMICAL BLENDING OR MIXING N.	4628 - EXTRACT MFG - PERFUMERY, MEDIC
3807 - AUTOMOBILE RADIATOR MFG NPJ	4829 - CHEMICAL MANUFACTURING N.O.C.	3270 - EYELET MFG
8392 - AUTOMOBILE STORAGE GARAGE	0055 - CHICK HATCHERY - & D.	4493 - FABRIC COATING OR IMPREGNATING
3648 - AUTOMOTIVE LIGHTING, IGNITION	5000 - CHIMNEY CONSTR - NOT METAL	8116 - FARM MACHINERY DEALER & D
2576 - AWNING OR TENT MFG - SHOP	4050 - CHINA DECORATING NPJ	0050 - FARM MACHINERY OPERATION
3865 - BABY CARRIAGE MFG	9107 - CHURCH- NON-PROFESSIONAL EMPLOYEES	0085 - FARM NOC - & D. (PREMIUM BASIS)
2578 - BAG MFG - CLOTH	5610 - CLEANER - DEBRIS REMOVAL - CON	2534 - FEATHER MFG - ARTIFICIAL
4273 - BAG MFG - PAPER	2586 - CLEANING OR DYEING & ROUTE	2014 - FEED MFG
2575 - BAG RENOVATING	8810 - CLERICAL OFFICE EMPLOYEES NOC	8215 - FEED, FERTILIZER, HAY, OR GRAIN
3638 - BALL BEARING MFG NPJ	3382 - CLOCK MFG	6400 - FENCE ERECTION - METAL
9586 - BARBER SHOP OR BEAUTY PARLOR	9061 - CLUB NOC & CLERICAL	4583 - FERTILIZER MFG & D
3642 - BATTERY MFG - DRY	9060 - CLUB-COUNTRY, GOLF, FISHING	3117 - FILE MFG
3656 - BATTERY MFG - STORAGE - NOC	5192 - COIN OPERATED MACH INSTALLATION	8268 - FILM RECLAIMER & D
0079 - BERRY FARM OR VINEYARD	3649 - COIN OPERATED MACH MFG NOC	5146 - FIXTURES INSTALLATION - PORTAB
9089 - BILLIARD HALL NPJ	3228 - COLLAPSIBLE WHITE METAL TUBE	1741 - FLINT GRINDING & D
6801 - BOAT BUILDING - WOOD - NOC & D	3574 - COMPUTER, RECORDING, OR OFFICE	0035 - FLORIST CULTIVATION UNDER GLASS
6824 - BOAT BUILDING OR REPAIR & D	5213 - CONCRETE CONSTR NOC & DRIVERS	4249 - FOIL GOODS MFG - PRINTED
3620 - BOILERMAKING	5222 - CONCRETE CONSTRUCTION	6504 - FOOD SUNDRIES MFG NOC
3132 - BOLT MFG	4034 - CONCRETE PRODUCTS MFG & D	3110 - FORGING WORK - DROP OR MACHINE
4307 - BOOKBINDING	5215 - CONCRETE WORK - INCIDENTAL	3081 - FOUNDRY - FERROUS - NOC
3548 - BOOKBINDING MACH MFG	6325 - CONDUIT CONSTR - FOR CABLES	3339 - FOUNDRY - INVESTMENT CASTING
2660 - BOOT MFG NOC	2041 - CONFECTION MFG	3085 - FOUNDRY - NON-FERROUS - NOC
8264 - BOTTLE DEALER - USED - & D NPJ	4245 - CONTAINER MFG - CARDBOARD OR P	0089 - FRUIT FARM OR ORCHARD - & D.
9093 - BOWLING LANE & DRIVERS	8227 - CONTRACTOR'S PERMANENT YARD	2143 - FRUIT JUICE MFG.
4243 - BOX MFG - FOLDING PAPER - NOC	3075 - COPPERSMITH - SHOP	2112 - FRUIT PRESERVING
4240 - BOX MFG - SET-UP PAPER	2352 - CORDAGE MFG NOC	3581 - FUEL INJECTION DEVICE MFG
2759 - BOX OR BOX SHOOK MFG	4703 - CORN PRODUCTS MFG	2600 - FUR PROCESSING-PREPARING SKINS
2570 - BOX SPRING MFG	4244 - CORRUGATED OR FIBER BOARD CONT	2881 - FURNITURE MANUFACTURING
3315 - BRASS GOODS MFG	2211 - COTTON BATTING, WADDING	2883 - FURNITURE MFG - WOOD - NOC
6005 - BREAKWATER OR JETTY CONSTRUCTION	2942 - CRAYON, MFG	8293 - FURNITURE MOVING & STORAGE, AN
8279 - BREEDING FARM - & D.	2070 - CREAMERY & ROUTE SUPERVISORS	3373 - GALVANIZING - NPJ
2121 - BREWERY & D	0084 - DAIRY FARM - & D. (PREMIUM BASIS)	8385 - GARAGE EMPLOYEES
4027 - BRICK MFG NOC - & D	4692 - DENTAL LABORATORY	7590 - GARBAGE WORKS
2835 - BRUSH OR BROOM ASSEMBLY	3384 - DIAMOND CUTTING OR POLISHING	9403 - GARBAGE, ASHES, OR REFUSE
2836 - BRUSH OR BROOM MFG NOC	1925 - DIE CASTING MFG NPJ	6319 - GAS MAIN OR CONNECTIONS
4283 - BUILDING PAPER PREP	3060 - DOOR, DOOR FRAME OR SASH MFG	1320 - GAS OR OIL LEASE OPERATOR - NA
5703 - BUILDING RAISING OR MOVING & D	6229 - DRAINAGE SYSTEM CONSTR & D	8350 - GASOLINE OR OIL DEALER & D
9014 - BUILDINGS - OPERATION	4282 - DRESS PATTERN MFG.	3635 - GEAR MFG OR GRINDING NPJ
0086 - BULB FARM NO DAIRYING OR RAISI	2503 - DRESSMAKING - CUSTOM NPJ	8606 - GEOPHYSICAL EXPLORATION-SEISMI
7605 - BURGLAR ALARM INSTALLATION	6204 - DRILLING NOC & D NPJ	4130 - GLASS MERCHANT
	6235 - DRILLING OR REDRILLING OIL	4113 - GLASS MFG - CUT

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4111 - GLASSWARE MFG - NO AUTOMATIC	MATERIAL	4597 - POLISH MFG	8018 - STORE- WHOLESALE NOC
4114 - GLASSWARE MFG NOC	3632 - MACHINE SHOP NOC	4061 - POTTERY MFG- EARTHENWARE	8046 - STORE-AUTOMOBILE ACCESS RET.
5462 - GLAZIER - AWAY FROM SHOP - & D	8107 - MACHINERY DEALER NOC STORE	4062 - POTTERY MFG- PORCELAIN WARE	8048 - STORE-FRUIT DEALER - WHOLESALE
2670 - GLOVE MFG - LEATHER OR TEXTILE	6826 - MARINA OR BOAT BASIN AND DRIVE	4053 - POTTERY MFG: CHINA OR TABLEWARE	8033 - STORE-MEAT GROCERY
4653 - GLUE MFG & D NPD	5022 - MASONRY NOC	4299 - PRINTING	8021 - STORE: FISH, MEAT OR POULTRY
4712 - GREASE OR OIL MIXING OR BLENDI	2095 - MEAT PRODUCTS MFG NOC	8835 - PUBLIC HEALTH NURSING ASSOCIATE	8051 - STORE: HOME OUTFITTERS OF HOUS
3146 - HARDWARE MFG NOC	7231 - MESSENGER OR COURIER SERVICE	3612 - PUMP MFG	3062 - STORM WINDOW,STORM DOOR MFG.
2537 - HAT MFG - OTHER THAN STRAW	3400 - METAL GOODS MFG NOC	1624 - QUARRY NOC & D	3169 - STOVE MFG
2531 - HAT MFG - STRAW	1937 - METAL POWDER MFG & D	2571 - QUILT MFG	9402 - STREET CLEANING
3307 - HEAT TREATING - NPD	8506 - METAL SCRAP DEALER & D NPD	7610 - RADIO OR TELEVISION	5223 - SWIMMING POOL CONSTRUCTION
2361 - HOSIERY MFG	8507 - METAL SCRAP DEALER - NO LEAD	BROADCASTING	4598 - SYNTHETIC RESIN MFG NOC - NPD
9045 - HOSPITAL - & C, D.	1853 - MICA GOODS MFG & MICA PREPARIN	8814 - RAILROADS - CLERICAL OFFICE EM	2623 - TANNING
8831 - HOSPITAL - VETERINARY - & D	9410 - MUNICIPAL, TOWNSHIP, COUNTY	2913 - RATTAN, WILLOW, OR TWISTED FIB	7600 - TELEPHONE OR TELEGRAPH CO & D
5402 - HOT HOUSE ERECTION - ALL OPERA	3686 - MUSICAL INSTRUMENT MFG - METAL	8840 - RELIGIOUS ORGANIZATION & C	8901 - TELEPHONE OR TELEGRAPH CO - EXC
9052 - HOTEL - & C, S, D.	8745 - NEWS AGENT OR DISTRIBUTOR	4665 - RENDERING WORKS NOC & D	2418 - TEXTILE PIECE GOODS FINISHING
9521 - HOUSE FURNISHINGS INSTALLATION	OF MFG	0917 - RESIDENTIAL CLEANING SERV.	2420 - TEXTILE PIECE GOODS FINISHING
9519 - HOUSEHOLD APPLIANCES- ELECTRIC	4313 - NEWSPAPER PUBLISHING - & C, S,	9079 - RESTAURANT. (PREMIUM BASIS)	0700 - TEXTILE PRINTING - HAND WORK O
9033 - HOUSING AUTHORITY & C, S, D	0005 - NURSERYMEN & D.	1699 - ROCK WOOL MFG	9154 - THEATER NOC- ALL OTHER EMPLOYEE
2039 - ICE CREAM MFG & DRIVERS	5191 - OFFICE MACH OR APPLIANCE,	3027 - ROLLING MILL NOC & D	9156 - THEATER NOC- PLAYERS, ENTERTAIN
8203 - ICE DEALER & D	INSTALLATION	5551 - ROOFING - ALL KINDS - & D	2416 - THREAD DYEING OR FINISHING NPD
2150 - ICE MFG	4683 - OIL MFG - VEGETABLE - NOC	4410 - RUBBER GOODS MFG NOC	5348 - TILE, WORK - INSIDE
4112 - INCANDESCENT LAMP MFG	6233 - OIL OR GAS PIPELINE CONSTR & D	8742 - SALESPERSONS-OUTSIDE	2173 - TOBACCO MFG NOC
4557 - INK MFG - PRINTING	4740 - OIL REFINING - PETROLEUM & D	8235 - SASH, DOOR OR ASSEMBLED MILLWO	2587 - TOILET SUPPLY CO. & R S, D
8720 - INSPECTION OF RISKS	4150 - OPTICAL GOODS MFG NOC	3118 - SAW MFG	3114 - TOOL MFG - DROP OR MACHINE
FOR INSURANCE	4635 - OXYGEN MFG & D	2710 - SAW MILL	3113 - TOOL MFG - NOT DROP OR MACHINE
3685 - INSTRUMENT MFG NOC	2114 - OYSTERMEN	9106 - SCHOOL- NON-PROFESSIONAL	0106 - TREE PRUNING,SPRAYING,REPAIR
5479 - INSULATION WORK NOC & D	8055 - PACKAGING - CONTRACT - RETAIL	EMPLOYEES	3815 - TRUCK BODY MFG OR REPAIR NOC
5099 - IRON OR STEEL - ERECTION - DEC	2089 - PACKING HOUSE - MEAT NPD	8868 - SCHOOL- PROFESSIONAL EMPLOYEES	7230 - TRUCKMEN: PARCEL OR
5069 - IRON OR STEEL ERECTION -	4558 - PAINT MFG	3145 - SCREW MFG	PACKAGE DELIVERY
CONSTRUCTION	5475 - PAINTING- OIL OR GASOLINE	8102 - SEED MERCHANT	6251 - TUNNELING - NOT PNEUMATIC
5103 - IRON OR STEEL- DOOR, DOOR FRAM	STORAGE	6306 - SEWER CONSTRUCTION - ALL	3336 - TYPE FOUNDRY
5057 - IRON OR STEEL- ERECTION NOC	5474 - PAINTING- PAINTING OR DECORATION	7580 - SEWERAGE DISPOSAL PLANT	2560 - UMBRELLA MFG
8106 - IRON OR STEEL- IRON MERCHANT	6874 - PAINTING- SHIP HULLS	OPERATION	9522 - UPHOLSTERING NPD
3030 - IRON OR STEEL- IRON OR STEEL	9501 - PAINTING- SHOP ONLY - & D NPD	3561 - SEWING MACH MFG	3634 - VALVE MFG
8265 - IRON OR STEEL- IRON SCRAP DEAL	5038 - PAINTING: STEEL STRUCTURES OR	3066 - SHEET METAL WORK - SHOP	4561 - VARNISH MFG - OLEO-RESINOUS
5059 - IRON OR STEEL-ERECT-STRUCT NOT	4250 - PAPER COATING	5538 - SHEET METAL WORK - SHOP	0074 - VEGETABLE FARM - NO DAIRYING
5040 - IRON OR STEEL: ERECTION - FRAM	4279 - PAPER GOODS MFG NOC	9554 - SIGN ERECTION OR REMOVAL	0075 - VEGETABLE, BERRY, OR FLOWER
3018 - IRON OR STEEL: ROLLING MILL	5491 - PAPER HANGING & D	4353 - SILK SCREEN MFG - & C, S, D NP	2916 - VENEER PRODUCTS MFG - NO VENE
3041 - IRON WORKS - SHOP - DECORATIVE	4239 - PAPER MFG	2302 - SILK THREAD OR YARN MFG	7046 - VESSELS:BARGES, SCOWS
3040 - IRON WORKS - SHOP - ORNAMENTAL	9102 - PARK NOC - ALL EMPLOYEES	2303 - SILK THROWING AND WEAVING	4301 - WALLPAPER MFG
8263 - JUNK DEALER & D NPD	2002 - PASTA OR NOODLE MFG	3381 - SILVERWARE MFG	3385 - WATCH MFG
3061 - KITCHEN EQUIPMENT MFG - SHEET	4432 - PEN MFG	1438 - SMELTING, SINTERING OR REFINING	2380 - WEBBING MFG
2362 - KNIT GOODS MFG NOC	4693 - PHARMACEUTICAL GOODS MFG NOC	4720 - SOAP OR SYNTHETIC DETERGENT MF	9170 - WINDOW CLEANING
8755 - LABOR UNION - ALL EMPLOYEES	4431 - PHONOGRAPH RECORD MFG	2131 - SPIRITUOUS LIQUOR BOTTLING	2852 - WINDOW SHADE OR ROLLER MFG.
2386 - LACE MFG	4351 - PHOTOENGRAVING	2130 - SPIRITUOUS LIQUOR DISTILLERY	3255 - WIRE CLOTH MFG
4439 - LACQUER MFG	4361 - PHOTOGRAPHER - ALL EMPLOYEES &	4251 - STATIONERY MFG NPD	3241 - WIRE DRAWING - IRON OR STEEL
3192 - LAMP MFG OR ASSEMBLY - ELECTRIC	4923 - PHOTOGRAPHIC SUPPLIES MFG	8726 - STEAMSHIP LINE OR AGENCY	3257 - WIRE GOODS MFG NOC
2557 - LAMP SHADE MFG OR ASSEMBLY	8832 - PHYSICIAN & C	3045 - STEEL BARREL OR DRUM MFG - & D	2960 - WOOD PRESERVING & D
0042 - LANDSCAPE GARDENING	2923 - PIANO MFG	8269 - STEEL DRUM OR STEEL BARREL	2841 - WOODENWARE MFG NOC
5443 - LATHING & D	2110 - PICKLE MFG	3004 - STEEL MAKING - ELECTRIC	8103 - WOOL MERCHANT & DRIVERS
2582 - LAUNDRY - HAND WORK EXCLUSIVEL	0073 - PIGGERY - & D. (PREMIUM BASIS)	1710 - STONE CRUSHING & D NPD	2286 - WOOL SPINNING AND WEAVING
2588 - LAUNDRY - SELF SERVICE - & C,	4824 - PIGMENT COLORS, LAKES OR TONER	1815 - STONE CUTTING OR POLISHING	9063 - YMCA, YWCA, YMHA, YWHA
2585 - LAUNDRY NOC-& ROUTE SUPERVISOR	6003 - PILE DRIVING - BUILDING	1814 - STONE CUTTING OR POLISHING NOC	
2686 - LEATHER BELTING MFG	FOUNDATION	8291 - STORAGE WAREHOUSE - COLD	
4707 - LEATHER FINISHERS,SOFTENERS OR	3028 - PIPE OR TUBE MFG - IRON OR STEEL	8292 - STORAGE WAREHOUSE NOC	
2688 - LEATHER GOODS MFG NOC	3022 - PIPE OR TUBE MFG NOC & D	8032 - STORE- CLOTHING, WEARING	
8838 - LIBRARY - PUBLIC - PROFESSIONAL	4036 - PLASTER BOARD OR PLASTER BLOCK	APPAREL	
4491 - LINOLEUM MFG- BURLAP OR FELT B	4038 - PLASTER STATUARY MFG	8039 - STORE- DEPARTMENT - RETAIL	
2702 - LOGGING OR LUMBERING & D	5480 - PLASTERING NOC & D	8045 - STORE- DRUG - RETAIL - & C,S,D	
2683 - LUGGAGE MFG.	4452 - PLASTICS MFG- FABRICATED PRODU	8047 - STORE- DRUG - WHOLESALE	
8232 - LUMBER YARD-NO SECOND-HAND	4484 - PLASTICS MFG- MOLDED PRODUCTS	8044 - STORE- FURNITURE & D	
	4459 - PLASTICS MFG- SHEETS, RODS, TU	8034 - STORE- GROCERY - WHOLESALE	
	8111 - PLUMBERS' SUPPLIES DEALER & D	8031 - STORE- MEAT, FISH OR POULTRY	
	3188 - PLUMBERS' SUPPLIES MFG NOC	8054 - STORE- REFRIGERATOR, STOVE	
	5183 - PLUMBING NOC & D	8053 - STORE- TELEVISION, PIANO	