



Small Workers' Compensation Appetite Highlights – (Wholesalers)

We are seeking Workers' Compensation accounts that meet the following criteria:

- In business 2+ years
- No new ventures, No gaps in coverage, No voluntary comp
- < 100 employees
- Experience Mod ≤ 1.30

Submission Checklist

To ensure timely review, please include the following to reserve the account:

- Completed ACORD 130 (Workers' Compensation Application) – Include FEIN
- Currently valued loss runs within 90 days of the effective date (Current policy period + 2 prior years)

Please provide the following information

- WC Experience Rating Worksheet, subject to availability
- Supplemental application, any supplemental is fine
- Quote Need by date
- Target premium and any information as to the reason this account is being marketed.

BSB accepts submissions between 5 to 90 days before the effective date.

Where to Send

Submit complete applications to:

- Submissions@BerkleySmallBusiness.com
- Include Agency code in the email

Coverage

- Guaranteed Cost

Payment Plans

- Pay as You Go (Payroll Company and Self reporting) using Smart Pay (EFT/Credit Card)

Direct Bill

- Pay in Full
- 2 Pay, 50% Down
- 4 Pay, 25% Down, and 3 Equal Payments
- 8 Pay, 25% or 12.5% Down and 7 Equal Payments
- 10 Pay, 10% or 25% Down, and 9 Equal Payments

Other

- Broker of Record: No BOR Acceptance once a risk is quoted.
- Commission: 16% New and 14% Renewal
- States Available: AL, AR, AZ, FL, GA, IA, ID, IL, IN, KS, MD, MI, MN, MO, MS, NC, NV, TN, TX

Note: More states to be released after testing at the end of Q3 and Q4. BSB can write incidental in all states.

Target Class Codes

Code	Phraseology	Hazard Group
7390	Ale or Beer Dealer--Wholesale & Drivers.	C
8603	Architectural or Engineering Firm--Clerical	C
8601	Architectural or Engineering Firm--Including Salespersons & Drivers	F
8017	Auctioneers.	B
8046	Automobile--Parts and Accessories NOC & Drivers	C
2501	Awning or Tent Mfg.--Shop	C
4273	Bag Mfg.--Paper or Plastic.	D
2501	Bag or Sack Mfg.--Cloth.	C
2501	Bag Renovating	C
2003	Bakery--Salespersons & Drivers	D
8855	Banks and Trust Companies--All Employees, Salespersons, Drivers & Clerical	C
8018	Barber or Beauty Parlor Supply House	C
9586	Barber Shop, Beauty Parlor, or Hair Styling Salon	B
8102	Bean Sorting or Handling	C
9586	Beauty Parlor, Barber Shop, or Hair Styling Salon	B
8017	Beer or Ale Dealer--Retail	B
7390	Beer or Ale Dealer--Wholesale & Drivers	C
2157	Beverage Mfg.--Carbonated--All Operations, Route Supervisors, & Drivers	C
8010	Bicycles--Retail Sale or Rental	C
4307	Bookbinding	B
2157	Bottling--All Operations & Route Supervisors, Drivers	C
9093	Bowling Lane.	B
4243	Box Mfg.--Folding Paper--NOC	D
4240	Box Mfg.--Set-Up Paper	B
2570	Box Spring or Mattress Mfg.	C
2380	Braid or Fringe Mfg.	C
8232	Building Material Dealer--New Materials Only--All Other Employees & Yard, Wareho	E
8058	Building Material Dealer--New Materials Only--Store Employees	C
8204	Building Material--Yard & Local Managers, Drivers	D
4283	Building or Roofing Paper or Felt Preparation--No Installation.	C
2081	Butchering.	B
2070	Butter or Cheese Mfg. & Route Supervisors, Drivers	D
4717	Butter Substitute Mfg.	B
4484	Button Mfg. NOC	C
4470	Cable Mfg.--Insulated Electrical.	D
2041	Candy, Chocolate, and Confection Mfg.	C
2111	Cannery NOC.	C
4251	Carbon Paper or Typewriter Ribbon Mfg.	C
2157	Carbonated Beverage Mfg.--All Operations & Route Supervisors, Drivers.	C
5437	Carpentry--Installation of Cabinet Work or Interior Trim	F
2802	Carpentry--Shop Only & Drivers	D
2402	Carpet or Rug Mfg. NOC	E

2220	Carpet or Rug Mfg.--Jute or Hemp	D
2585	Carpet, Rug, or Upholstery Cleaning--Shop or Outside & Drivers	D
9082	Caterer.	A
4133	Cathedral or Art Glass Window Mfg.	B
5348	Ceramic Tile, Indoor Stone, Marble, or Mosaic Work	E
2016	Cereal or Bar Mfg.	C
2070	Cheese or Butter Mfg. & Route Supervisors, Drivers	D
4352	China Decorating--By Hand	C
2586	Cleaning or Dyeing & Route Supervisors, Drivers.	C
8810	Clerical Office Employees NOC.	C
2417	Cloth Printing	C
2501	Cloth Printing--Silk Screen Process--Hand Printing	C
2413	Cloth Printing--Silk Screen Process--Machinery Operations	D
2501	Cloth, Canvas and Related Products Mfg. NOC	C
5192	Coffee Service Companies--All Operations & Salespersons, Drivers	D
8006	Coffee, Tea, or Grocer Dealer--Retail.	B
8031	Cold Storage Locker--Frozen Foods.	C
2501	Collar Mfg.	C
9058	Commissary Work--Restaurant Employees	A
5191	Computer--Device Installation, Inspection, Service, or Repair	E
8810	Computer--System Designers or Programmers--Exclusively Office	C
3574	Computing, Recording, or Office Machine Mfg. NOC	C
5221	Concrete or Cement Work--Floors, Driveways, Yards, or Sidewalks & Drivers	F
2065	Condensed Milk Mfg.	D
2220	Cord or Twine Mfg.--Cotton	D
2220	Cordage, Rope, or Twine Mfg. NOC	D
4611	Cosmetics Mfg.	C
2220	Cotton Spinning and Weaving	D
4432	Crayon Mfg.	B
2070	Creamery or Dairy & Route Supervisors, Drivers.	D
2501	Cushion, Pillow, or Quilt Mfg.	C
2070	Dairy or Creamery & Route Supervisors, Drivers.	D
5102	Decorating.	F
4692	Dental Laboratory	C
8832	Dentist & Clerical.	C
8015	Document-Scanning Operations--All Employees & Clerical, Salespersons, Drivers	D
8264	Document-Shredding Operations & Drivers	E
2501	Doll Clothing, Cloth Dolls, or Cloth Parts Mfg.	C
4484	Doll or Doll Parts Mfg. or Assembly.	C
8603	Drafting Company--Clerical	C
2501	Draperies or Curtains Mfg. From Cloth, Paper, or Plastic--Cutting and Sewing	C
2503	Dressmaking or Tailoring--Custom Exclusively.	C
4611	Drug, Medicine or Pharmaceutical Preparation--Compounding or Blending--No Mfg.	C
2589	Dry Cleaning and Laundry Store--Retail & Route Supervisors, Drivers.	D
7610	Duplication and Replication Service of Prerecorded Audio, Video or Data	E
2586	Dyeing or Cleaning & Route Supervisors, Drivers.	C
8018	Egg Dealer--Wholesale.	C
5190	Electrical Wiring--Within Buildings & Drivers.	F
9516	Electronic Equipment--Installation, Service, or Repair--Shop and Outside & Drivers	D
2388	Embroidery Mfg.	B

4352	Engraving	C
9014	Exterminator & Drivers	C
2501	Feather or Flower Mfg.--Artificial	C
2501	Feather Pillow Mfg.	C
8215	Feed, Fertilizer, Hay, or Grain Dealer & Local Managers, Drivers--No Mfg.	E
4283	Felt or Building or Roofing Paper Preparation--No Installation.	C
2288	Felting Mfg.	C
6400	Fence Installation and Repair--Metal, Vinyl, Wood, or Prefabricated Concrete Panel I	E
8215	Fertilizer Dealer & Local Manager, Drivers--No Mfg.	E
4263	Fiber Goods Mfg.	D
2095	Fish Curing	D
4902	Fishing Rod and Tackle Mfg.	C
2220	Flax Spinning and Weaving	D
5478	Floor Covering Installation--Resilient Flooring--Carpet and Laminate Flooring	F
5437	Floor Installation, Sanding or Scraping--Wood Floors	F
8001	Florist--Store & Drivers	C
6504	Food Products Mfg. NOC	C
2380	Fringe or Braid Mfg.	C
2112	Fruit Evaporating or Preserving	C
2143	Fruit Juice Mfg. & Drivers	B
2105	Fruit Packing	B
9620	Funeral Director & Drivers	E
2501	Fur Clothing Mfg.	C
9014	Furnace Cleaning--Vacuum Suction Method & Drivers	C
2501	Furnishing Goods Mfg. NOC.	C
8044	Furniture Rental--Chairs, Coat Racks, Dishes & Drivers	C
9522	Furniture Upholstering	B
8380	Gasoline Station NOC--Retail & Drivers	D
8006	Gasoline Station--Self-Service and Convenience/Grocery--Retail	B
8381	Gasoline Station--Self-Service Only--Retail	D
4130	Glass Merchant	C
4133	Glass Window Mfg.--Stained	B
2362	Glove or Mitten Mfg.--Knit.	C
4902	Golf Clubs--Mfg. or Assembling	C
8215	Grain, Feed, Fertilizer or Hay Dealer & Local Managers, Drivers--No Mfg	E
8006	Grocery, Tea or Coffee Dealer--Retail.	B
2501	Hair Goods Mfg.	C
9586	Hair Styling Salon, Beauty Parlor, or Barber Shop	B
4902	Harness or Saddle Mfg.	C
8017	Hat Cleaning	B
2501	Hat Mfg.	C
8215	Hay, Grain, Feed, or Fertilizer Dealer & Local Managers, Drivers--No Mfg.	E
5537	Heating, Ventilation, Air-Conditioning and Refrigeration Systems--Installation, Servic	E
2220	Hemp or Jute Spinning and Weaving	D
8232	Home Improvement Center--New Materials Only--All Other Employees & Yard, War	E
8058	Home Improvement Center--New Materials Only--Store Employees	C
2361	Hosiery Mfg.	D
9052	Hotel--All Other Employees & Salespersons, Drivers	B
9058	Hotel--Restaurant Employees	A
8006	Household Furnishings or Wearing Apparel Dealer--Retail	B

8203	Ice Mfg. or Distribution & Drivers	D
2039	Ice-Cream Mfg. & Drivers	C
4251	Inked Ribbon Preparation.	C
8723	Insurance Companies--Including Clerical & Salespersons	D
9014	Janitorial Services by Contractors--No Window Cleaning Above Ground Level & Drive	C
2220	Jute or Hemp Spinning and Weaving	D
2362	Knit Goods Mfg. NOC.	C
42	Landscape Gardening & Drivers.	D
2589	Laundry and Dry Cleaning Store Retail & Route Supervisors, Drivers	D
2585	Laundry NOC & Route Supervisors, Drivers	D
8017	Laundry--Self-Service	B
9102	Lawn Maintenance--Commercial or Domestic & Drivers	D
5183	Lawn Sprinkler System Installation--Underground & Drivers	F
2220	Linen Cloth Mfg.	D
2501	Lingerie Mfg.	C
8010	Locksmith--Shop and Outside	C
4251	Loose-Leaf Ledger or Notebook Mfg.	C
2501	Luggage Mfg.	C
8232	Lumberyard--New Materials Only--All Other Employees & Yard, Warehouse, Drivers	E
8058	Lumberyard--New Materials Only--Store Employees	C
4431	Magnetic and Optical Recording Media Mfg.	B
8800	Mailing or Addressing Company or Letter Service Shop	C
8799	Mailing or Addressing Company or Letter Service Shop--Clerical Staff	C
2065	Malted Milk Mfg.	D
2570	Mattress or Box Spring Mfg.	C
2095	Meat Products Mfg. NOC.	D
4611	Medicine, Drug or Pharmaceutical Preparation--No Mfg. of Ingredients	C
2070	Milk Bottle Exchange--All Employees & Drivers	D
2070	Milk Depot or Milk Dealer & Route Supervisors, Drivers	D
2065	Milk Products Mfg. NOC	D
8018	Mill Supply Dealer	C
2501	Millinery Mfg.	C
2362	Mitten or Glove Mfg.--Knit.	C
9014	Mobile Power or Pressure Cleaning Service--No Power or Pressure Cleaning Above G	C
9052	Motel, Motor Court, Tourist Court, or Cabin--All Other Employees & Salespersons, D	B
9058	Motel, Motor Court, Tourist Court, or Cabin--Restaurant Employees	A
2380	Net Mfg.	C
4304	Newspaper Publishing.	D
4251	Notebook or Loose-Leaf Ledger Mfg.	C
5191	Office Machine Installation, Inspection, Adjustment, or Repair.	E
4149	Optical Goods Mfg. NOC	B
8013	Optical Stores	D
2089	Packing House--All Operations.	C
4250	Paper Coating	D
4250	Paper Corrugating or Laminating	D
4250	Paper Crepeing	D
4250	Paper Oiling, Paraffining, Parchmentizing, or Waxing	D
5192	Parking Meter Installation, Service, or Repair & Salespersons, Drivers	D
2002	Pasta or Noodle Mfg.	C
5221	Paving or Repaving Floors, Driveways, Yards, or Sidewalks & Drivers.	F

8102	Peanut Handling.	C
4432	Pen Mfg.	B
4432	Pencil Mfg.--Mechanical	B
8831	Pet Grooming or Training & Drivers	A
917	Pet Sitting Services & Drivers	B
4611	Pharmaceutical, Drug or Medicine Preparation--No Mfg. of Ingredients	C
4431	Phonograph Record Mfg.	B
4361	Photo Print Shop--All Employees & Clerical, Salespersons, Drivers	C
4361	Photographer--All Employees & Clerical, Salespersons, Drivers	C
4923	Photographic Supplies Mfg.	D
8832	Physician & Clerical	C
5191	Piano--Tuning--Away From Shop	E
2110	Pickle Mfg.	C
2501	Pillow, Quilt, or Cushion Mfg.	C
5192	Pinball Machine--Installation, Service, or Repair & Salespersons, Drivers	D
3111	Pipe Bending and Cutting	C
4273	Plastic or Paper Bag Mfg.	D
4299	Playing Cards Mfg.	D
8111	Plumbers' Supplies Dealer & Drivers	D
5183	Plumbing NOC & Drivers.	F
6503	Potato Chip, Popcorn & Snack Chip Mfg. NOC	C
8013	Precious Stone Setting.	D
4299	Printing.	D
9101	Public Library or Museum--All Other Employees	B
8810	Public Library or Museum--Professional Employees & Clerical	C
5183	Pump Installation--Domestic & Drivers	F
8015	Quick Printing--Copying or Duplicating Service--All Employees & Clerical, Salesperson	D
2501	Quilt, Cushion, or Pillow Mfg.	C
8721	Real Estate Agency--Outside Employees & Collectors	E
8721	Real Estate Appraisal Company--Outside Employees	E
917	Residential Cleaning Services by Contractor--Inside	B
9093	Roller-Skating Rink Operation.	B
4283	Roofing or Building Paper or Felt Preparation--No Installation	C
4283	Roofing--Paper or Roofing Felt Mfg.	C
2220	Rope, Cordage, or Twine Mfg. NOC	D
2402	Rug or Carpet Mfg. NOC	E
2220	Rug or Carpet Mfg.--Jute or Hemp	D
2585	Rug, Carpet, or Upholstery Cleaning--Shop or Outside & Drivers	D
4902	Saddle or Harness Mfg.	C
2501	Sailmaking	C
8742	Salespersons or Collectors--Outside	E
8235	Sash, Door, or Assembled Millwork--Dealer & Drivers	D
2095	Sausage or Sausage Casing Mfg.	D
8102	Seed Merchant.	C
3076	Sheet Metal Products Mfg.	C
2501	Shirt Mfg.	C
8017	Shoe Repair Store.	B
8017	Shoe Shining Establishment	B
4299	Sign Manufacturing--Plastic or Vinyl Computer-Generated Letters or Graphics--No P	D
4299	Sign Manufacturing--Silk Screen Printing--Paper or Posterboard	D

4299	Sign Manufacturing--Silk Screen Printing--Plastic	D
4299	Sign Manufacturing--Silk Screen Printing--Wood	D
2302	Silk Thread or Yarn Mfg.	D
2302	Silk Throwing and Weaving	D
8018	Soft Drink Distributors--Wholesale.	C
2131	Spirituuous Liquor Bottling	C
4902	Sporting Goods Mfg. NOC	C
4251	Stationery Mfg.	C
5221	Stone and Brick Paver Installation--Outside	F
8291	Storage Warehouse--Cold	D
8010	Store--Agriculture Implement--Not Farm Machinery.	C
8072	Store--Audio or Video Cassette, Book, Record, Compact Disc, Software--Retail.	B
8010	Store--Audio or Video Parts and Accessories	C
8046	Store--Automobile Parts and Accessories NOC & Drivers.	C
8072	Store--Book, Record, Compact Disc, Software, Video or Audio Cassette--Retail.	B
8008	Store--Clothing, Wearing Apparel, or Dry Goods--Retail	B
8032	Store--Clothing, Wearing Apparel, or Dry Goods--Wholesale	C
8006	Store--Coffee, Tea, or Spice--Retail	B
8072	Store--Compact Disc, Book, Record, Software, Video or Audio Cassette--Retail.	B
8006	Store--Convenience--Retail.	B
8006	Store--Dairy Products--Retail	B
8006	Store--Delicatessen--Retail	B
8039	Store--Department--Retail.	B
8045	Store--Drug--Retail.	C
8047	Store--Drug--Wholesale	C
8008	Store--Dry Goods--Retail	B
8032	Store--Dry Goods--Wholesale	C
8021	Store--Fish, Meat or Poultry Dealer--Wholesale.	C
8031	Store--Fish, Meat or Poultry--Retail	C
8017	Store--Five and Ten Cent	B
8017	Store--Floor Covering--Retail	B
8018	Store--Floor Covering--Wholesale	C
8001	Store--Florist & Drivers.	C
8006	Store--Frozen or Frosted Food--Retail	B
8006	Store--Fruit or Vegetable--Retail.	B
8018	Store--Fruit or Vegetable--Wholesale	C
8006	Store--Grocery--Retail.	B
8018	Store--Grocery--Wholesale	C
8010	Store--Hardware.	C
8013	Store--Hearing Aid	D
8013	Store--Jewelry.	D
8017	Store--Luggage--Retail	B
8021	Store--Meat, Fish or Poultry Dealer--Wholesale.	C
8031	Store--Meat, Fish or Poultry--Retail	C
8033	Store--Meat, Grocery and Provision--Combined--Retail NOC.	B
8017	Store--Paint or Wallpaper--Retail	B
8018	Store--Paint or Wallpaper--Wholesale	C
8018	Store--Pet and Pet Supply--Wholesale	C
8072	Store--Record, Book, Compact Disc, Software, Video or Audio Cassette--Retail.	B
8010	Store--Ship Chandler.	C

8008	Store--Shoe--Retail	B
8032	Store--Shoe--Wholesale	C
8072	Store--Software, Book, Record, Compact Disc, Video or Audio Cassette--Retail.	B
8017	Store--Sporting Goods--Retail	B
8033	Store--Supermarket.	B
8037	Store--Superstores and Warehouse Clubs	A
8006	Store--Vegetable or Fruit--Retail.	B
8018	Store--Vegetable or Fruit--Wholesale	C
8072	Store--Video or Audio Cassette, Book, Record, Compact Disc, Software--Retail.	B
2501	Suspender Mfg.	C
8017	Tailor Shop.	B
2503	Tailoring or Dressmaking--Custom Exclusively.	C
9600	Taxidermist	C
8006	Tea, Coffee, or Grocery Dealer--Retail.	B
2413	Textile Bleaching, Dyeing, Mercerizing, Finishing	D
2501	Textile--Mending	C
9154	Theater--Drive-In--All Employees	C
2416	Thread or Yarn Dyeing or Finishing	C
2220	Thread or Yarn Mfg.--Cotton	D
2302	Thread or Yarn Mfg.--Silk	D
2587	Toilet or Towel Supply Co. & Route Supervisors, Drivers	C
2587	Towel or Toilet Supply Co. & Route Supervisors, Drivers.	C
2501	Toy Mfg.--Cloth Stuffed Animals or Toys	C
8002	Truck--Rental--All Other Employees & Counter Personnel, Drivers	C
2220	Twine or Cord Mfg.--Cotton	D
2220	Twine, Cordage, or Rope Mfg. NOC	D
4251	Typewriter Ribbon or Carbon Paper Mfg.	C
2501	Umbrella Mfg.	C
9620	Undertaker & Drivers	E
9522	Upholstering	B
9521	Upholstering--Away From Shop	E
2585	Upholstery, Carpet, or Rug Cleaning & Drivers.	D
8209	Vegetable Packing & Drivers.	C
5192	Vending or Coin Operated Machines--Installation, Service, or Repair & Salespersons,	D
5192	Video Game--Installation, Service, or Repair & Salespersons, Drivers	D
8291	Warehousing--Cold Storage	D
8006	Wearing Apparel or Household Furnishings Dealer--Retail.	B
2380	Webbing Mfg.	C
4902	Whip Mfg.	C
2501	Window--Shade Mfg.	C
2143	Winery & Drivers	B
4470	Wire Insulating or Covering	D
2220	Wool Spinning and Weaving	D
2220	Yarn Mfg.--Wool	D
2416	Yarn or Thread Dyeing or Finishing	C
2220	Yarn or Thread Mfg.--Cotton	D
2302	Yarn or Thread Mfg.--Silk	D