



Program Manager: Matias Underwriters
Contact: Glenn Matias 941.487.5867 glenn@matiasund.com
 Janis Intrieri 941.487.5868 jintrieri@matiasund.com
Industry(s): Healthcare, Hospitality, Manufacturing, Retail, Schools,
Description: Middle Market MGU with Focus on Health, Retail, Schools, Hospitality
 and Light Manufacturing in the Northeast
States: CT, DC, DE, FL, GA, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, NC, NE, NH, NJ,
 OK, RI, TN, TX, VA, VT, WI
Minimum Premium: \$25,000

Industry	Class Code	Class Description	Industry	Class Code	Class Description
Health Care	8824	Retirement Living Centers: Health Care Employees	Trans. Related	3635	Gear Mfg.
Health Care	8825	Retirement Living Centers: Food Service Employees	Trans. Related	3638	Ball or Roller Bearing Mfg.
Health Care	8826	Retirement Living Centers: A/O Employees	Trans. Related	3648	Auto Lighting, Ignition apparatus Mfg
Health Care	8829	Convalescent or Nursing Home - All EE's	Trans. Related	3685	Instrument Mfg
Health Care	8832	Physician & Clerical	Trans. Related	3803	Auto Wheels Mfg
Health Care	8833	Hospital: Professional EE's	Trans. Related	3807	Auto Radiator Mfg
Health Care	8835	Home Public and Travelling Healthcare	Trans. Related	3808	Auto Mfg
Health Care	8864	Social Service Organization - All EE's & D	Trans. Related	3822	Auto/Bus/Truck Body Mfg - Die Pressed Steel
Health Care	9040	Hospital A/O	Trans. Related	3824	Auto/Bus/Truck Body Mfg - NOC
Restaurant & Hospitality	6836	Marina & D State Act	Trans. Related	3827	Auto Engine Mfg
Rest. & Hosp.	9044	Casino Gambling Hotel	Trans. Related	3851	Motorcycle Mfg or Assembly
Rest. & Hosp.	9052	Hotel A/O	Trans. Related	4420	Rubber Tire Mfg
Rest. & Hosp.	9058	Hotel: Restaurant EE's	Trans. Related	7590	Garbage Works
Rest. & Hosp.	9060	Club - Country, Golf, Fishing & Clerical	Trans. Related	8002	Auto Rental Co: A/O & Counter & D
Rest. & Hosp.	9063	YMCA	Trans. Related	8006	Gasoline Station: Self Service and convenient
Rest. & Hosp.	9082	Restaurant NOC	Trans. Related	8046	Store: Automobile Parts and Accessories & D
Rest. & Hosp.	9083	Restaurant: Fast Food	Trans. Related	8291	Storage Warehouse Cold
Rest. & Hosp.	9084	Bar, Disco, Lounge	Trans. Related	8292	Storage Warehouse NOC
Rest. & Hosp.	9089	Billiard Hall	Trans. Related	8293	Storage Warehouse - Furniture & D
Rest. & Hosp.	9093	Bowling Lane	Trans. Related	8380	Auto Service & Repair & D
Transportation Related	3581	Fuel Injection Device Mfg.	Trans. Related	8381	Gasoline Station: Self Service Only - Retail
Trans. Related	3612	Pump Mfg.	Transportation Related	8385	Bus Co: Garage EE's
Trans. Related	3634	Valve Mfg.	Trans. Related	8392	Auto Storage Garage, Parking Lot & D

Industry	Class Code	Class Description	Industry	Class Code	Class Description
Trans. Related	8393	Auto Body Repair	Const. Related	2812	Cabinet Works
Trans. Related	8748	Auto Salesperson	Const. Related	3040	Iron or Steel - Shop - Ornamental - & D
Trans. Related	9402	Street Cleaning & D	Const. Related	3041	Iron or Steel - Shop - Decorative
Trans. Related	9505	Painting: Auto or Carriage Bodies	Const. Related	3146	Hardware Mfg
Retail	35	Florist & Drivers	Const. Related	3180	Electric or Gas Lighting Fixtures Mfg.
Retail	2585	Laundry NOC & Route Supervisors & D	Const. Related	3188	Plumber's Supplies Mfg
Retail	2586	Cleaning or Dyeing & Route Supervisors & D	Const. Related	3365	Welding or Cutting NOC-& D
Retail	2587	Towel or Toilet Supply Co & Route Supervisors	Const. Related	3724	Machinery or Equipment Erection/Repair
Retail	2589	Laundry and Dry Cleaning Store - Retail & D	Const. Related	4021	Brick or Clay Products Mfg
Retail	8001	Store: Florist & D	Const. Related	4024	Refractory Products Mfg
Retail	8008	Store Clothing, Wearing Apparel - Retail	Const. Related	4034	Concrete Products Mfg
Retail	8010	Store: Hardware	Const. Related	5022	Masonry NOC
Retail	8013	Store: Jewelry	Const. Related	5102	Door, Door Frame or Sash Erection
Retail	8015	Quick Printing - Copying	Const. Related	5146	Furniture or Fixtures Installation
Retail	8017	Store: Retail NOC	Const. Related	5183	Plumbing NOC & D
Retail	8018	Store: Wholesale NOC	Const. Related	5188	Automatic Sprinkler Installation & Drivers
Retail	8021	Store: Meat Fish or Poultry - Wholesale	Const. Related	5190	Electrical Wiring
Retail	8031	Store: Meat, Fish or Poultry - Retail	Const. Related	5191	Office Machine Installation
Retail	8032	Store: Clothing, Wearing Apparel - Wholesale	Const. Related	5192	Vending Machine Installation
Retail	8033	Store: Meat, Grocery and Provision Combined - Retail	Const. Related	5213	Concrete Construction
Retail	8039	Store: Department- Retail	Const. Related	5215	Concrete Work
Retail	8044	Store: Furniture & D	Const. Related	5221	Concrete or Cement Work
Retail	8045	Store: Drug Retail	Const. Related	5223	Swimming Pool Construction
Retail	8047	Store: Drug - Wholesale	Const. Related	5348	CeramicTile, Indoor Stone
Retail	8072	Store: Book, Record, CD - Retail	Const. Related	5403	Carpentry NOC
Retail	8742	Salesperson - Outside	Const. Related	5437	Carpentry - Installation of Cabinet or Interior Trim
Retail	8810	Clerical	Const. Related	5445	Wallboard Installation
Retail	9586	Barbershop, Beauty Parlor	Const. Related	5474	Painting or Paperhanging
Schools	8868	College: Professional EE's & Clerical	Const. Related	5478	Floor Covering Installation
Schools	8869	Child Day Care	Const. Related	5479	Insulation Work
Schools	9059	Child Day Care - A/O & D	Const. Related	5480	Plastering NOC
Schools	9101	College: A/O	Const. Related	5491	Paperhanging
Construction Related	42	Landscape & Drivers	Const. Related	5506	Street or Road Construction: Paving
Const. Related	1463	Asphalt Works operated by Paving Contractors	Const. Related	5535	Sheet Metal Work
Const. Related	1654	Quarry - Cement Rock - Surface & D	Const. Related	5537	HVAC
Const. Related	1701	Cement Mfg.	Const. Related	5606	Contractor- Project Mgr
Const. Related	1803	Stone Cutting or Polishing NOC & D	Const. Related	6217	Excavation
Construction Related	2731	Planing or molding Mill	Const. Related	6400	Fence Erection
Const. Related	2735	Furniture Stock Mfg	Const. Related	7611	Telephone or Cable TV Line Installation - Underground
Const. Related	2759	Pallet, Box Mfg - Wooden	Const. Related	7613	Telephone or Cable TV Line Installation - Service Lines and Connections

Industry	Class Code	Class Description	Industry	Class Code	Class Description
Const. Related	8106	Iron or Steel Merchant & D	Manufacturing	2380	Webbing Mfg
Const. Related	8107	Machinery Dealer NOC - Store Yard & D	Manufacturing	2386	Lace Mfg
Const. Related	8111	Plumber's Supplies Dealer & D	Manufacturing	2388	Embroidery Mfg
Const. Related	8235	Sash Door or Assembled Millwork Dealer & D	Manufacturing	2402	Carpet or Rug Mfg
Const. Related	9012	Bldg Operation by Owner	Manufacturing	2413	Textile Bleaching, Dyeing, Finishing
Const. Related	9014	Janitorial Services by Contractor	Manufacturing	2416	Yarn Dyeing, Finishing
Const. Related	9015	Bldgs Operation by owner or Lessee or Real Estate Mgt. Firm	Manufacturing	2417	Cloth Printing
Const. Related	9501	Painting Shop Only	Manufacturing	2501	Cloth, Canvas Products Mfg
Const. Related	9516	Radio, TV and Audio Equip Installation & D	Manufacturing	2503	Dressmaking, Tailoring
Const. Related	9519	Household and Commercial Appliances Installation & D	Manufacturing	2534	Feather or Flower Mfg
Manufacturing	2001	Cracker Mfg	Manufacturing	2570	Mattress or Box Spring Mfg
Manufacturing	2002	Macaroni Mfg	Manufacturing	2651	Shoe Stock Mfg
Manufacturing	2003	Bakery & D	Manufacturing	2660	Boot or Shoe Mfg
Manufacturing	2014	Grain or Feed Milling	Manufacturing	2670	Glove Mfg
Manufacturing	2016	Cereal or Bar Mfg	Manufacturing	2683	Luggage Mfg
Manufacturing	2021	Sugar refining	Manufacturing	2688	Leather Goods Mfg
Manufacturing	2039	Ice Cream Mfg & D	Manufacturing	2790	Pattern Making
Manufacturing	2041	Candy, Chocolate and Confection Mfg	Manufacturing	2835	Brush or Broom Assembly
Manufacturing	2065	Milk Products Mfg, NOC	Manufacturing	2836	Brush or Broom Mfg
Manufacturing	2070	Creamery or Dairy & Route Supervisors, Drivers	Manufacturing	2841	Woodenware Mfg
Manufacturing	2095	Meat Products Mfg	Manufacturing	2881	Furniture Assembly
Manufacturing	2105	Fruit Packing	Manufacturing	2883	Furniture Mfg
Manufacturing	2110	Pickle Mfg	Manufacturing	2923	Piano Mfg
Manufacturing	2111	Cannery NOC	Manufacturing	2942	Pencil, Penholder or Crayon Mfg
Manufacturing	2112	Fruit Evaporating or Preserving	Manufacturing	3022	Pipe or Tube Mfg NOC & D
Manufacturing	2121	Brewery & Drivers	Manufacturing	3028	Pipe or Tube Mfg - iron or steel - &D
Manufacturing	2130	Spiritous Liquor Distillery	Manufacturing	3064	Sign Mfg
Manufacturing	2131	Spiritous Liquor Bottling	Manufacturing	3069	Sheet Metal Products Mfg
Manufacturing	2143	Fruit Juice Mfg & D	Manufacturing	3076	Sheet Metal Products Mfg - Shop
Manufacturing	2157	Bottling - All Ops & Route Supervisors, D	Manufacturing	3113	Tool Mfg - NOC
Manufacturing	2172	Cigarette Mfg	Manufacturing	3114	Tool Mfg - Drop or Machine Forged
Manufacturing	2174	Tobacco Rehandling or Warehousing	Manufacturing	3118	Saw Mfg
Manufacturing	2220	Yarn or Thread Mfg	Manufacturing	3119	Needle Mfg
Manufacturing	2286	Wool Spinning and Weaving	Manufacturing	3122	Cutlery Mfg
Manufacturing	2288	Felting Mfg	Manufacturing	3131	Button or Fastener Mfg - Metal
Manufacturing	2300	Plush or Velvet Mfg	Manufacturing	3132	Nut or Bolt Mfg
Manufacturing	2302	Silk or Thread or Yarn Mfg	Manufacturing	3145	Screw Mfg
Manufacturing	2305	Textile Fiber Mfg	Manufacturing	3146	Hardware Mfg
Manufacturing	2361	Hosiery Mfg	Manufacturing	3179	Electrical Apparatus Mfg - NOC
Manufacturing	2362	Knot Goods Mfg	Manufacturing	3223	Lamp or Portable Lantern Mfg

Industry	Class Code	Class Description
Manufacturing	3224	Enamel Ware Mfg
Manufacturing	3227	Aluminim Ware Mfg
Manufacturing	3255	Wire Cloth Mfg
Manufacturing	3257	Wire Goods Mfg
Manufacturing	3270	Eyelet Mfg
Manufacturing	3300	Bed Spring or Wire Mattress Mfg
Manufacturing	3303	Spring Mfg
Manufacturing	3315	Brass or Copper Goods Mfg
Manufacturing	3372	Electroplating
Manufacturing	3373	Galvanizing
Manufacturing	3383	Jewelry Mfg
Manufacturing	3385	Watch Mfg
Manufacturing	3400	Metal Stamped Goods Mfg
Manufacturing	3629	Precision Machined Parts Mfg
Manufacturing	3632	Machine Shop
Manufacturing	3681	TV, Radio, Telecom Device Mfg
Manufacturing	3865	Baby Carriage Mfg
Manufacturing	4053	Pottery Mfg: China or Tableware
Manufacturing	4061	Pottery Mfg: Earthenware
Manufacturing	4062	Pottery Mfg: Porcelain
Manufacturing	4101	Glass Mfg
Manufacturing	4111	Glassware Mfg No automatic Blowing Machines
Manufacturing	4114	Glassware Mfg NOC
Manufacturing	4130	Glass Merchant
Manufacturing	4131	Mirror Mfg
Manufacturing	4150	Optical Goods Mfg
Manufacturing	4240	Box Mfg - Set-up Paper
Manufacturing	4243	Box Mfg - Folding Paper
Manufacturing	4244	Corrugated or Fiberboard Box Mfg
Manufacturing	4251	Stationary Mfg
Manufacturing	4273	Bag Mfg
Manufacturing	4279	Paper Goods Mfg
Manufacturing	4299	Printing
Manufacturing	4304	Newspaper Publishing
Manufacturing	4307	Bookbinding
Manufacturing	4361	Photographer
Manufacturing	4410	Rubber Goods M fg
Manufacturing	4432	Pen Mfg
Manufacturing	4452	Plastics Mfg - Fabricated Products
Manufacturing	4459	Plastics Mfg: Sheets,Rods,or Tubes
Manufacturing	4484	Plastics Mfg: Molded Products
Manufacturing	4557	Ink Mfg
Manufacturing	4558	Paint Mfg
Manufacturing	4692	Dental Lab
Manufacturing	4693	Pharmaceutical or Surgical Goods Mfg
Manufacturing	4902	Sporting Goods Mfg
Manufacturing	6504	Food Sundries Mfg
Manufacturing	8203	Ice Cream Mfg Distr & D



Program Manager: Prairie Risk Partners, Ltd.
Contact: Steve Metzger 847-813-5765 steve.metzger@prairierisk.com
Description: Healthcare/Nursing Homes and Manufacturing
States: IA, IL, IN, MI, MN, MO and WI
Minimum Premium: \$30,000

Class Code:	Class Description	Class Code:	Class Description
8804	Social Rehabilitation Facilities for Adults	3076	Furniture Mfg. - Retail
8810	Medical Billing or HMO Services	3099	Foundries - Iron NOC
8829	Convalescent Homes\Nursing Homes	3110	Forging Works
8834	Physicians	3131	Tag, Button or Fastener Mfg.
8839	Dentists and Dental Surgeons	3146	Hardware Mfg.
8851	Congregate Living facilities for the Elderly	3152	Nail, Tack or Rivet Mfg.
8868	Adult Day Care - only	3165	Air Conditioning Mfg.
9043	Hospitals	3169	Furnace, Heater or Radiator Mfg.
9070	Residential Care Facilities - Elderly	3178	Electronic Element Mfg.
9085	Residential Care Facilities - Developmentally Disabled	3179	Electronic Apparatus Mfg.
2413	Carpet or rug Mfg.	3180	Fixtures or Lamp Mfg.
2501	Clothing Mfg.	3220	Can Mfg.
2570	Mattress or Box Spring Mfg.	3241	Wire Rope or Cable Mfg.
2571	Pillow, Quilt, Comforter or Cushion Mfg.	3300	Bed Springs or Wire Mattress Mfg.
2576	Awning, Tarp or Canvas Goods Mfg.	3365	Foundries - Investment Casting
2757	Pallet Mfg.	3383	Electroplating
2759	Box, Box Shook or Container Mfg.	3400	Metal Goods Mfg.
2790	Pattern or Model Mfg.	3401	Tube or Pipe Products Mfg.
2797	Mobile Home Mfg.	3501	Machinery Mfg. - Portable Tools and Lawn Care
2806	Door, Sash or Window Mfg.	3507	Machinery Mfg. - Agriculture Construction
2812	Cabinet Mfg. - Wood	3560	Machinery Mfg. - Commercial Food Processing Equipment
2819	Truss or Building Components Mfg.	3567	Computer Equipment Mfg.
2840	Picture Frame Assembly	3568	Electrical Connector Mfg.
2842	Wood Products Mfg.	3569	Electric Motor Mfg.
2852	Window Blind Mfg.	3570	Electric Appliance Mfg.
2881	Furniture Assembly	3572	Medical Instrument Mfg.
2883	Furniture Mfg.	3573	Power Supply Mfg.
2915	Veneer Products Mfg.	3574	Machine Mfg. Office or Sewing NOC
2923	Musical Instrument Mfg.	3577	Printed Circuit Board Assembling Mfg.
3022	Steel Making	3678	Telecommunications Equipment Mfg.
3060	Door or Window Mfg.	3612	Pump or Hydraulic Apparatus Mfg.
3066	Sheet Metal Products Mfg.	3634	Valve Mfg.
3070	Computer Memory Disk Mfg.	3643	Electronic Power or Transmission Equipment Mfg.

Class Code:	Class Description	Class Code:	Class Description
3651	Battery Mfg.	4244	Corrugated or Fibre Board Mfg.
3681	Instrument Mfg.-Professional or Scientific NOC	4250	Paper Coating or Laminating
3682	Instrument Mfg. - Non Electronic-Scientific	4251	Envelope Mfg.
3683	Speaker Mfg.	4286	Paper Goods Mfg.
3807	Automobile or Automobile Truck Radiator Mfg.	4295	Printing Operation - Screen Printing
3808	Automobile or Motorcycle Mfg.	4297	Electronic Prepress
3815	Automobile Truck or Trailer Mfg.	4299	Printing Operation - Screen Printing
3621	Automobile or Automobile Truck Dismantling	4304	Newspaper Publishing
3628	Automobile or Automobile Truck Parts Rebuilding	4492	Sign Mfg.
3830	Airplane Mfg. (No test flights with employees aboard)	4494	Plastics Blow Molded Products Mfg.
3831	Machine Shops - Aircraft Components	4495	Plastics-extrusion Molded Products Mfg. NOC
3840	Automobile, Automobile Truck or Motorcycle Parts Mfg.	4496	Plastics Fabricated Products Mfg.
4036	Plaster Board Mfg.	4497	Plastics-Fiber Reinforced Plastics Mfg. NOC
4038	Plaster Statuary or Ornament Mfg.	4498	Plastics-Injection Molded Products Mfg. NOC
4049	Brick or Clay Products Mfg.	4499	Plastics Thermoformed Products mfg.
4112	Integrated Circuit Mfg.	4511	Analytical or Testing Laboratories
4130	Glassware Mfg.	4557	Ink, Mucilage or Polish Mfg.
4240	Paper or Pulp Mfg.	4611	Drug, Medicine or Pharmaceutical Mfg.
4243	Box Mfg.	4623	Cosmetic Mfg.
4351	Photo Engraving	4717	Butter Substitutes Mfg.
4354	Printed Circuit Board Mfg.	4831	Soap or Synthetic Detergent Mfg.
4414	Rubber Tire Mfg.	4922	Magnetic Tape Mfg.
4420	Rubber Tire Recapping or Retreading	4983	Gasket Mfg.
4478	Plastic Goods Mfg.	5020	Ceiling Installation-Suspended Acoustical Grid Type



Program Manager: PointSure Insurance Services
Contact: Steve Ritchie 206.269.8617 steve.ritchie@pointsure.com
Industry(s): Light Manufacturing
Description: Middle Market MGU with focus on light manufacturing risks Nationwide
States: Nationwide
Minimum Premium: \$75,000

Most Light Manufacturing codes including but not limited to the following:

Class Code:	Class Description	Class Code:	Class Description
2842	Wood Products Manufacturing	3634	Valve Manufacturing
2883	Furniture Manufacturing	4279	Paper Goods Manufacturing
3099	Tool Manufacturing	4410	Rubber Goods Manufacturing
3400	Metal Goods Manufacturing	4492	Sign Manufacturing
3179	Electrical Apparatus Manufacturing		