

## Massachusetts Trade Self-Insurance Group - Underwriting Guidelines

### Binding/Underwriting Authority

Risks are submitted directly to the Group Underwriting Department. All risks must be reviewed and approved, in writing, by Underwriting and the Group Underwriting Committee before binding.

### Territory

Massachusetts Operations Only

### Anniversary Date

All policies will have a common anniversary date of January 1. Any participants who enter during the course of the year will be issued a short-term policy, then renewed annually on the anniversary date of the Group.

### Pricing

Minimum Premium: \$3,000  
Group-wide Deviation – 5%  
DIA Assessment – 1.65%  
No Expense Constant  
Schedule A Premium Discount

### Eligible Class Codes

Pre-inspection required. The predominant payroll must be in one of the following class codes:

0035	Florist & Drivers
2003	Bakery & Drivers (Wholesale Bakeries)
2039	Ice Cream Mfg & Drivers
2070	Dairy or Creamery & Route Supervisors, Drivers
2585	Laundry NOC & Route Drivers
4000	Sand & Gravel Digging and Drivers
5191	Office Machine Installation & Repair
5192	Vending or Coin Operated Machines & Drivers
7219	Trucking NOC – All Employees & Drivers
7230	Parcel or Package Delivery – All Employees & Drivers
7231	Mail, Parcel or Package Delivery – All Employees & Drivers
7600	Burglar Alarm Installation or Repair & Drivers
7380	Drivers NOC
8001	Store: Florist & Drivers
8006	Coffee, Tea or Grocery Dealer – Retail & Drivers
8008	Store: Dry Goods – Retail
8010	Hardware Store Wholesale
8018	Beer or Ale Dealer – Wholesale
8021	Fish, Meat or Poultry Dealer – Wholesale
8032	Clothing, Wearing Apparel or Dry Goods – Wholesale
8034	Grocery – Wholesale
8046	Store: Automobile Parts

### Eligible Class Codes *continued*

8048	Fruit & Vegetable – Wholesale
8058	Building Material Dealer – New Material
8107	Contractors Equipment Rental & Drivers
8111	Plumber's Supplies Dealer & Drivers
8116	Farm Machinery Dealer
8203	Ice Dealer
8204	Building Material Yard & Local Manager, Drivers
8209	Vegetable Packing & Drivers
8215	Feed, Hay or Grain Dealer
8232	Lumber Yard – New Materials Only
8235	Plywood Dealers & Drivers
8264	Bottle Dealer – Drivers
8350	Fuel Oil Dealers & Drivers
8742	Collectors, Messengers or Salespersons – Outside
8745	News Agent or Distributor of magazines
8751	Route Salesperson
9403	Garbage Collection and Drivers (Roll-off Containers Only)
9519	Household Appliances – Electrical Service or Repair & Drivers
9521	House Furnishings Installation NOC & Upholstering

### Eligible SIC Codes

4100 to 4199; Local & Suburban Transit & Interurban, Highway Passenger Transportation  
4200 to 4299; Motor Freight Transportation & Warehousing  
5000 to 5199; Wholesale Trade (Risks Who Have Over 5 Delivery Trucks)

Some restrictions may apply.

### Prohibited Risks

These are exposures that are not to be added to the Group.

- No taxis, bus companies, ambulance risks
- No courier services with timed routes
- No risks involved in the furniture moving and storage industry
- No owner operators with no employees

**Submission Requirements** – Quotes will be provided, subject to the following:

- Completed WC ACORD 130 application
- Five years of currently valued loss and premium information
- Number of employees by class and per location
- Current financial statement (CPA prepared). If less than an audited statement, we must also receive the most recent tax return.

### Risk Sharing Corridor

Every member of this group may be responsible for a Risk Sharing Corridor of 10% of premium based on certain loss ratios as defined in the Application and Indemnity Agreement.

### Dividend Plan

Members become eligible for dividends beginning with original policy inception. In accordance with state regulations, dividends may be dispersed following 3 years of claim maturity, in 4 annual installments of 25%. Dividends are based on available group surplus and must be approved by the Group's Board of Trustees. All members are eligible for dividends, regardless of claims experience or application of risk sharing corridor. Each member receives the same dividend percentage applied to the member's audited premium. Dividends are not guaranteed and percentages can change due to claims developments over time. See Member Agreement for additional details.

### Payment Plans (NO installment fees)

- Premiums over \$2,000, 25% down and 6 monthly installments
- Easy Pay / EFT: 25% down and 6 monthly installments (all premium sizes)
- Pay Online by credit, debit and electronic check (fees apply)
- Pay by Phone (24 hours/7 days) by credit, debit and electronic check (fees apply)
- Pay-As-You-Go options (ACH transfer required)

### Broker Commission –

New Business: 10% (Promotional)  
Renewal: 6%

### Send all submissions to:

submissions@coverisk.com

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