



August 23, 2021

**VIA SERFF**

The Honorable Trinidad Navarro  
Insurance Commissioner  
Department of Insurance  
State of Delaware  
1351 West North Street, Suite 101  
Dover, DE 19904

**Attention: Tanisha Merced, Deputy Insurance Commissioner**

**RE: DCRB Filing No. 2107 – Proposed Effective December 1, 2021  
Proposed Classification Change – Revise the Scope of Code 673, Advertising Sign, Manufacture, Erection or Repair, to Allow Payroll Developed in Shop Manufacturing Work to be Separately Rated to the Applicable Shop Manufacturing Classification Based Upon the Principal Type of Signage Manufactured**

Dear Commissioner Navarro and Deputy Commissioner Merced:

On behalf of the members of the Delaware Compensation Rating Bureau, Inc. (DCRB), is a proposed filing for revisions to the DCRB Workers' Compensation Manual of Rules, Classifications and Rating Values for Workers' Compensation and Employers Liability Insurance (Basic Manual). These revisions are proposed for policies with effective dates of 12:01 a.m., December 1, 2021 or later. This proposed effective date is intended to make implementation of these changes concurrent with DCRB's normal annual comprehensive residual market rate and voluntary market loss cost filing, recently filed with the Department of Insurance. This coordination consolidates necessary changes that our members and other constituents must make to policies, forms, and systems so that they occur once annually.

Code 673, Advertising Sign Manufacture, Erection or Repair, applies to an employer engaged in the fabrication and installation of advertising signs and signs not otherwise classified, and to an employer engaged solely in the installation of signs with no manufacturing operations. Based on existing classification procedure, the DCRB is compelled to classify both the manufacturing and installation payroll of an employer engaged in both the shop manufacture and installation of advertising signs to Code 673, whether or not the employer uses separate manufacturing and installation crews, and regardless to the percentage of the employer's revenue that is attributable to manufacturing versus installation work. Thus, the DCRB has at times classified an employer to Code 673 in instances when the employer was principally engaged in manufacturing work. DCRB staff found that the way Code 673 is applied in instances where an employer is principally engaged in shop manufacturing is in conflict with the basic objective of the classification procedure. Staff also notes that Code 673 is one of the DCRB's construction or erection classifications, which generally do not contemplate manufacturing work.

DCRB staff conducted a study of Code 673 with the objective of determining the feasibility of allowing an employer engaged in both the shop manufacture and installation of signs to separately rate their shop manufacturing effort to the applicable shop classification based on the type of signage fabricated.

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Pursuant to the study results, DCRB proposes that Code 673 be revised to allow payroll developed in shop manufacturing work to be separately rated to the applicable shop manufacturing classification based upon the principal type of signage manufactured. Employers would be required to maintain separate payroll records for the manufacturing and installation work. Otherwise, the entire payroll would be subject to the applicable classification with the highest carrier rating value.

The Code 673 file by file review revealed three employers whose manufacturing effort would be assigned to Code 281, Printing, N.O.C., and three employers whose manufacturing effort would be assigned to Code 309, Woodenware Mfg., N.O.C. if this proposal is approved. The reassignment of those six employers' manufacturing payroll to either Code 281 or Code 309 will result in a premium decrease. The December 1, 2021, DCRB loss costs for Codes 673, 281 and 306 are \$5.95, \$2.59 and \$3.10, respectively. The December 1, 2021 DCRB loss costs are expected to differ from those cited above due to the DCRB's annual comprehensive loss cost and residual market rate revision, recently filed with the Department, also with a proposed effective date of December 1, 2021.

Details of this filing are provided in DCRB's June 9, 2021 staff memorandum and June 9, 2021 executive summary, which are included as part of this filing. The memorandum and executive summary describe and explain the reasoning for the proposed revisions to the Basic Manual language. The memorandum, executive summary and proposals were reviewed by the DCRB Classification and Rating Committee at the Committee's June 9, 2021 meeting.

Thank you in advance for your review and attention to this filing. The DCRB will be pleased to answer any questions you or the Insurance Department staff may have regarding these proposals.

Sincerely,

William V. Taylor  
President

Enclosure: Revisions to Section 2



TO: Delaware Compensation Rating Bureau Classification and Rating Committee

FROM: Robert Ferrante, Senior Classification Analyst – Technical Services

DATE: June 01, 2021

RE: **Executive Summary:** Class Study Report  
Code 673, Advertising Sign Mfg., Erection or Repair

Code 673 applies to an employer engaged in the fabrication and installation of advertising signs and signs not otherwise classified, and to an employer engaged solely in the installation of signs with no manufacturing operations. Staff was prompted to conduct the study of Code 673 as a result of several DCRB reviews of individual employer classifications. On the basis of existing classification procedure, the DCRB is compelled to classify both the manufacturing and installation payroll of an employer engaged in both the shop manufacture and installation of advertising signs to Code 673, whether or not the employer uses separate manufacturing and installation crews, and regardless to the percentage of the employer's revenue that is attributable to manufacturing versus installation work. Thus, the DCRB has at times classified an employer to Code 673 in instances when the employer was principally engaged in manufacturing work. Staff found that the manner in which Code 673 is applied in instances where an employer is principally engaged in shop manufacturing to be in conflict with the basic objective of the classification procedure. The objective of the study was to determine the feasibility of allowing an employer engaged in both the shop manufacture and installation of signs to separately rate their shop manufacturing effort to the applicable shop classification based on the type of signage fabricated.

Code 673 is a "non-reviewed" classification. "Non-reviewed" is defined as having five year payroll less than that necessary to achieve 5% credibility for the non-serious component of pure premium. The rating values developed for a non-reviewed Delaware classification are in part based on rating value relativities developed for the Pennsylvania Compensation Rating Bureau (PCRB) counterpart. This DCRB study was conducted concurrently with a PCRB study of PCRB Code 673. The PCRB study concluded and recommended that the scope of PCRB Code 673 be revised so that it is limited to installation work, and that an employer engaged in both the manufacture and installation of signs be permitted to separately rate their manufacturing effort to the applicable manufacturing classification based on the type of signs manufactured (while continuing to assign payroll developed in their installation work to Code 673). Staff recommends that revision to the scope of DCRB Code 673 in this manner be proposed for policies with effective dates of December 1, 2021 and later.

Staff finds that this approach will eliminate scenarios referenced above and align DCRB classification procedure with procedure used in most other jurisdictions. Employers would be required to maintain separate payroll records for the manufacturing and installation work. Otherwise, the entire payroll would be subject to the applicable classification with the highest carrier rating value.

Staff's file by file review revealed 3 employers whose manufacturing effort would be assigned to Code 281, Printing, N.O.C., and 3 employers whose manufacturing effort would be assigned to Code 309, Woodenware Mfg., N.O.C. if this proposal is approved. The reassignment of those 6 employers'

Executive Summary

RE: PCRB Study of Code 673, Advertising Sign Manufacture, Erection or Repair – Not Outdoor Advertising Company

June 01, 2021

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manufacturing payroll to either Code 281 or Code 309 will result in a premium decrease. The December 1, 2021 DCRB loss costs for Codes 673, 281 and 306 are \$5.95, \$2.59 and \$3.10, respectively.

The December 1, 2021 DCRB loss costs are expected to differ from those cited above due to the DCRB's annual comprehensive loss cost and residual market rate revision, to be filed with the Department at a later date with a proposed effective date of December 1, 2021.



TO: Delaware Compensation Rating Bureau Classification and Rating Committee

FROM: Robert Ferrante, Senior Classification Analyst – Technical Services

DATE: June 01, 2021

RE: Class Study Report – Code 673, Advertising Sign, Manufacture, Erection or Repair – Not Outdoor Advertising Company

## INTRODUCTION AND OBJECTIVES

Code 673 applies to an employer engaged in the fabrication and installation of advertising signs and signs not otherwise classified and to an employer engaged exclusively in the installation of signs with no manufacturing. The current Code 673 Underwriting Guide from the Delaware Workers Compensation Manual of Rules, Classifications and Rating Values for Workers' Compensation and for Employers Liability Insurance (Basic Manual),<sup>1</sup> lists the following Code 673 operations:

Advertising Sign Mfg., Erection and Repair, Not Outdoor Advertising Company  
Electrical Advertising Sign Mfg., Installation or Repair  
Neon Sign Mfg., Installation or Repair  
Scoreboard Mfg., Installation or Repair – Electric  
Sign Erection, Removal or Repair, Not Outdoor Advertising Company

Staff was prompted to conduct this study as a result of several DCRB reviews of individual employer classifications. On the basis of existing classification procedure, the DCRB is compelled to classify an employer engaged in both the shop manufacture and installation of advertising signs to Code 673. For such employers, both the shop manufacture and installation payroll must be assigned to Code 673, whether or not the employer uses separate manufacturing and installation crews, and regardless of the percentage of the employer's revenue that is attributable to manufacturing versus installation work. Thus, the DCRB has at times classified an employer to Code 673 in instances when the employer was principally engaged in manufacturing work. The Basic Manual defines the term "principally engaged" as the business activity which generates more than 50 percent of an employer's overall revenue. Staff observed that Rule IV.C.1.a. (under "Objective of the Classification Procedure"), found in Section 1, Page 26 of the Basic Manual states that "The objective of the classification procedure is to assign the one basic classification which best describes each distinct business enterprise of the insured within Delaware..." and that DCRB staff in most cases determines an employer's field of business to be the manner in which the employer is principally engaged. Staff found that the manner in which Code 673 is applied in instances where an employer is principally engaged in shop manufacturing appears to be in conflict with the basic objective of the classification procedure. Code 673 is one of the DCRB's construction or erection classifications. Such classifications generally do not contemplate manufacturing operations. Staff also felt that the DCRB may not have the most current information on the sign manufacturing and installation industry in terms of the methodologies and technologies employed.

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<sup>1</sup> The Manual can be accessed on the DCRB's website: <http://www.dcrb.com>.

With these observations in mind, the objective of the study is to determine the feasibility of allowing an employer engaged in both the shop manufacture and installation of signs to separately rate their shop manufacturing effort to the applicable shop classification based on the type of signage fabricated.

This study represents the first DCRB file by file review of employers reporting payroll to Code 673.

## **CLASSIFICATION PROCEDURE IN OTHER JURISDICTIONS**

Staff reviewed classification procedure in states under the jurisdiction of the National Council on Compensation Insurance, Inc. (NCCI). Existing NCCI classification procedure separately classifies the manufacturing and installation efforts of an employer engaged in both the manufacture and installation of signs. Thus, NCCI does not have a direct, one to one equivalent to DCRB Code 673. NCCI Code 9554, Sign Installation, Maintenance, Repair, Removal, or Replacement, N.O.C. is equivalent in part to DCRB Code 673 because it includes sign installation operations that are not otherwise classified. NCCI Code 9554 also includes operations that the DCRB classifies to DCRB Code 679, Outdoor Advertising Company (e.g., the erection, maintenance and changing of content on billboards and sign painting or lettering on buildings or other structures). The NCCI Code 9554 scope states that "...Shop operations are to be separately classified to the code(s) applicable to the specific operations performed in the shop or, in the absence of applicable classifications, shop operations are to be assigned to the code applicable to the manufacture of the advertising media that is being worked on in the shop..."

NCCI Code 9521, House Furnishings Installation, N.O.C. and Upholstering, is also equivalent in part to DCRB Code 673 because it includes (but is not limited to) the exterior attachment of signs to surfaces from floors or stepladders such as exit and entrance signs. NCCI Code 9521 also includes operations that the DCRB classifies to DCRB Code 670, House Furnishings Installation, N.O.C.

NCCI Code 3064, Sign Manufacturing – Metal, is applied to the production of sheet metal, electrical and electronic, and neon signs. NCCI classifies the production of signs using vinyl lettering (where a computer is used in conjunction with an electronic scoring apparatus to die-cut vinyl into letters or other graphic shapes) to either Code 4299, Printing (if the employer does not manufacture or prepare mounting surfaces) or Code 9501, Painting – Shop Only (if the employer does manufacture or prepare mounting surfaces). NCCI classifies the manufacture of wooden signs where the employer does not also paint the sign to either NCCI Code 2881, Furniture Manufacturing and Cabinet Shop – Assembly By Hand – Wood (if the manufacturing is performed without the use of power machinery) or to Code 2883, Furniture Manufacturing and Cabinet Shop – Wood – N.O.C. (if the manufacturing is performed with the use of power machinery).

The DCRB includes all of the above referenced manufacturing operations in Code 673 when performed by an employer engaged in both the shop manufacture and installation or erection of signs. The DCRB classifies employers engaged solely in sign manufacturing and who perform no installation or erection work as follows: DCRB Code 454, Sheet Metal Products Fabrication, N.O.C., Shop, is assigned to the manufacture of metal signs, DCRB Code 486, Incandescent Light Bulb or Electronic Tube Mfg., is assigned to the manufacture of neon signs, DCRB Code 281, Printing, N.O.C., is assigned to the production of vinyl lettering or graphics that are then affixed to a mounting surface (provided that the employer does not manufacture the mounting surface). If an employer engaged in the production of vinyl lettering or graphics that are then affixed to a mounting surface that the employer also manufactures, the manufacturing classification applicable to the materials used to manufacturing the mounting surface is

assigned. DCRB Code 309, Woodenware Mfg., N.O.C., is assigned to the manufacture of wood signs or lettering.

The Workers' Compensation Rating Bureau of California (WCIRB) takes a similar classification approach as the NCCI in that the WCIRB also generally classifies separately the manufacturing and installation efforts of an employer engaged in both the manufacture and installation of signs. WCIRB Code 9552, Sign Erection or Repair, N.O.C., is equivalent in part to DCRB Code 673. WCIRB Code 9552 is applied to the erection, installation, service or repair of permanent free-standing signs, including but not limited to pole signs, tower signs, monument signs and street signs. WCIRB Code 5146(2), Sign Installation or Repair, is also equivalent in part to DCRB Code 673 in that it is applied to the installation of signs affixed to building surfaces.

WCIRB Code 4492, Sign Mfg. – Metal, Plastic or Wood – N.O.C., is applied to the manufacture of metal, plastic or wood signs, including but not limited to cabinet signs or sign backings, channel letter signs, two-dimensional signs and three-dimensional signs, involving the fabrication and assembly of sign parts. WCIRB Code 4111(2), Incandescent Lamp and Fluorescent Tube Mfg., is assigned to the manufacture of neon tubes (the manufacture of metal or plastic cabinet signs or sign backings for neon signs is separately classified to WCIRB Code 4492). WCIRB Code 2842, Wood Products Mfg., is assigned to the fabrication of wood sign blanks.

WCIRB Code 9507, Sign Painting Or Lettering And Quick Sign Shops — shop or outside, applies to employers that apply painted, printed or adhesive lettering or graphics onto surfaces including but not limited to purchased sign blanks. The application of painted, printed or adhesive lettering or graphics onto metal, plastic or wood signs that the employer also manufactures is assigned to Code 4492. In a departure from general WCIRB classification procedure that separately classifies the manufacturing and installation efforts of an employer engaged in both the manufacture and installation of signs, Code 9507 also includes certain outside operations such as the application of painted, printed or adhesive lettering or graphics on customers' buildings, structures and windows.

Of the other jurisdictions reviewed by DCRB staff, only the Compensation Rating & Inspection Bureau of New Jersey (CRIB) applies a similar approach to the DCRB for the classification of employers engaged in both the manufacture and installation and signs. CRIB Codes 9555, Sign Mfg., Erection or Repair – Neon or Electric & Drivers, and 9556, Sign Mfg., Erection or Repair – N.O.C. & Drivers, are equivalent in part to DCRB Code 673. CRIB Code 9555 is applied to an employer engaged in the manufacture and erection of neon signs. CRIB Code 9556 is applied to an employer engaged in the manufacture and erection of signs not otherwise classified. CRIB Code 9556 also includes sign painting on the outside of buildings, which is assigned to DCRB Code 679.

The CRIB assigns an employer engaged in sign erection or removal with no manufacturing operations to Code 9554, Sign Erection or Removal & Drivers, which makes it also equivalent in part to DCRB Code 673.

## FILE BY FILE REVIEW

Staff performed a file-by-file review of the 41 employers on the DCRB's database reporting payroll to Code 673. The file-by-file review divided those employers into the study groups shown in the table below.

Study Group	Description	No. of Employers
1	Advertising Sign Erection or Repair (No Manufacturing)	4
2	Advertising Sign Manufacture and Erection (Separate Crews)	8
3	Advertising Sign Manufacture and Erection (Interchanging Crew)	3
4	No Current Coverage/Unable to Determine (NCC/UTD)	8
5	Misclassified	3
6	Not Group Assigned	15

The employers assigned to Study Group 1 perform sign erection or repair work and do not perform the shop manufacture of signs.

The employers in Study Group 2 are engaged in both the manufacture and the erection and/or repair of signs, using separate crews of employees for the manufacturing and the erection/repair efforts. This group includes 2 employers principally engaged in the production of vinyl lettering which is then affixed to a purchased sign backing and erecting those signs, 1 employer principally engaged in the production of vinyl lettering which is then affixed to a sign backing that the employer also fabricates and erecting those signs, and 5 employers manufacturing and erecting a variety of signs with no principal product line.

The employers in Study Group 3 are engaged in both the manufacture and the erection and/or repair of signs but use an interchanging crew of employees for the manufacturing and the erection/repair efforts. This group includes 2 employers principally engaged in the production of vinyl lettering which is then affixed to a purchased sign backing and erecting those signs and 1 employer principally engaged in the production of vinyl lettering which is then affixed to a sign backing that the employer also fabricates and erecting those signs.

The employers in Study Group 4 had no record of current compensation coverage at the time of the file by file review, and had no information in their DCRB files that would allow staff to slot them to one of the Code 673 study groups.

The employers in Study Group 5 were determined to be misclassified to Code 673. Such employers were subsequently or already had been reclassified from Code 673 to each employer's applicable classification.

The employers in Study Group 6 had not been assigned to a field of business study group by the conclusion of the file-by-file review, either because the employer did not respond to the DCRB's Code 673 study questionnaire or because there was not sufficient information in the employer's file. 8 of the employers in this group had not yet reported any unit statistical data at the outset of this study.

**ANALYSIS AND RECOMMENDATION**

Code 673 is a “non-reviewed” classification. “Non-reviewed” is defined as having five-year payroll less than that necessary to achieve 5% credibility for the non-serious component of pure premium. The rating values developed for a non-reviewed Delaware classification are in part based on rating value relativities developed for the Pennsylvania Compensation Rating Bureau (PCRB) counterpart. This DCRB study was conducted concurrently with a PCRB study of PCRB Code 673. The PCRB study concluded and recommended that the scope of PCRB Code 673 be revised so that it is limited to installation work, and that an employer engaged in both the manufacture and installation of signs be permitted to separately rate their manufacturing effort to the applicable manufacturing classification based on the type of signs manufactured (while continuing to assign payroll developed in their installation work to Code 673).

Staff recommends that DCRB Code 673 be revised in this manner. Staff finds that this approach will eliminate scenarios referenced earlier in the report i.e., where staff is compelled to classify an employer engaged in both the manufacture and installation of signs to Code 673 (which is a construction or erection classification) in situations where installation is not the employer’s principal business. Additionally, this approach will align Code 673 with the DCRB’s remaining construction or erection classifications which, while generally contemplating incidental shop work, for the most part do not include manufacturing operations. This approach will also align DCRB classification procedure with procedure used in most other jurisdictions. Staff therefore recommends that revision to the scope of Code 673 in this manner be proposed for policies with effective dates of December 1, 2021 and later. Such restructuring would apply whether or not a business performing both sign manufacturing and installation uses separate crews for the manufacturing and installation work, by way of the DCRB’s ‘separately rate’ procedure. When the term “to be separately rated” or “separately rate” is found in a classification’s definition, the payroll of personnel interchanging between that classification’s tasks (e.g., shop manufacturing and also performing the specified function that is designated “to be separately rated” or “separately rate” (e.g., erection, installation) may be divided between that class and class(es) designated for the specified function, provided the employer’s original payroll records show an allocation of payroll to both classifications for each interchanging employee. When separate payroll records are not maintained, the entire payroll of the interchanging employees shall be assigned to the insuring carrier’s highest-valued classification representing any part of their work. The PCRB study concluded that this refocusing of Code 673 would have limited impact on PCRB Code 673 loss costs.

As noted earlier in the report, sign manufacturing (with no installation) is generally assigned to one of the following manufacturing classifications: 454, 486, 281 and 306. The following table shows the approved December 1, 2020 DCRB loss costs and residual market rates for those classifications and Code 673:

<b>Class Code</b>	<b>December 1, 2020 DCRB Loss Cost</b>	<b>December 1, 2020 Residual Market Rate</b>
673	\$5.95	\$8.32
454	\$6.17	\$9.51
486	\$1.53	\$2.13
281	\$2.59	\$3.62
309	\$3.10	\$4.33

Thus, if approved this proposal will result in premium decreases for all impacted employers on the basis of the approved December 1, 2021 DCRB loss costs and residual market rates except for employers whose manufacturing operations would be subject to Code 454 (or to Code 486). The report notes that the file-by-file review revealed no employers whose manufacturing operations would be subject to Code 454. Staff expects the December 1, 2021 DCRB loss costs and residual market rates to differ from those cited above due to the DCRB's annual comprehensive loss cost and residual market rate revision, to be filed with the Department at a later date with a proposed effective date of December 1, 2021.

The number of employers that would have their manufacturing payroll assigned to one of the above referenced manufacturing classifications based on the file-by-file review, and the degree of rating value decrease each employer would be subject to based on the approved

December 1, 2020 DCRB loss costs if this proposal is filed and approved are shown in the following table:

Class Code	No. of Employers	Percentage of Decrease
281	3	56.47%
306	3	47.90%

In addition to the above, there are 5 employers engaged in the manufacture and installation of signs for which staff could not initially determine the applicable manufacturing classification that would apply if this proposal is filed and approved. Typically, these employers fabricate and install a variety of types of signs with no principal product line. These employers did not or could not provide business percentages for the various types of signs made in their study questionnaire and survey responses. Staff is presently reviewing the files for these employers to determine if a primary type of sign manufactured can be identified.

The proposed enabling Section 2 Manual language amendments are attached for the Committee's review. The DCRB will notify all employers classified to Code 673 when this filing is made. In the event of the Commissioners' approval of the filing, the carrier of record for each employer impacted by this proposal will be notified and a copy of that notice will be provided to the employer.

Attachment.

- c: Bill Taylor
- Bonnie Piacentino
- Delisa Fairley
- Joe Lombo

**DELAWARE WORKERS COMPENSATION MANUAL OF RULES, CLASSIFICATIONS AND RATING VALUES FOR WORKERS COMPENSATION AND FOR EMPLOYERS LIABILITY INSURANCE**

*Proposed Effective December 1, 2021*

**SECTION 2**

**RATING VALUES** through **DEFINITIONS** remain unchanged.

**DEFINITIONS**

**CLASSIFICATIONS**

No change to Classification Code 005 – **TREE PRUNING, SPRAYING, REPAIRING OR FUMIGATING** through Classification Code 265 – **STATIONARY PRODUCTS MFG.**

**281 PRINTING, N.O.C**

No change.

**OPERATIONS ALSO INCLUDED:**

No change to Item 1 through Item 4.

5. The shop manufacture of plastic or vinyl sign letters and the application of such onto a substrate. – ~~shop only, no installation.~~ Sign installation to be separately rated.

No change to Item 6.

**OPERATIONS NOT INCLUDED:**

No change.

**UNDERWRITING GUIDE**

Plastic Sign Letters Mfg. - Shop ~~Only~~ Sign Installation to be Separately Rated

Vinyl Sign Letters Mfg. - Electronically Scored - Shop ~~Only~~ Sign Installation to be Separately Rated

No change to Classification Code 282 – **NEWSPAPER OR PERIODICAL PRINTING – BY PUBLISHER OR CONTRACT PRINTER** through Classification Code 306 – **WOOD TURNED PRODUCTS MFG.**

**309 WOODENWARE MFG., N.O.C**

Sign Or Sign Letter Mfg. - Wood, Shop ~~Only, No Erection~~ Sign Installation to be Separately Rated

No change to Classification Code 311 – **CABINET WORKS – WITH POWER-DRIVEN MACHINERY** through Classification Code 451 – **AUTOMOBILE, TRUCK OR TRAILER BODY MFG.**

**454 SHEET METAL PRODUCTS FABRICATION, N.O.C., SHOP**

No change.

**UNDERWRITING GUIDE**

Sign Mfg. - Metal, Shop ~~Only – No Erection~~ Installation to be Separately Rated

No change to Classification Code 456 – **METAL FURNITURE OR FURNISHING GOODS MFG., N.O.C.** through Classification Code 485 – **COMMUNICATIONS, SEARCH, DETECTION OR SIGNAL PROCESSING EQUIPMENT MFG.**

DELAWARE WORKERS COMPENSATION MANUAL OF RULES, CLASSIFICATIONS AND RATING VALUES FOR WORKERS COMPENSATION AND FOR EMPLOYERS LIABILITY INSURANCE

Proposed Effective December 1, 2021

486 INCANDESCENT LIGHT BULB OR ELECTRONIC TUBE MFG.

**UNDERWRITING GUIDE**

Neon Sign Mfg. - Shop ~~Only, No Installation, Service Or Repair~~ [Installation to be Separately Rated](#)

No change to Classification Code 487 – **SURGICAL OR OPTICAL INSTRUMENT MFG.** through Classification Code 670 – **HOUSE FURNISHINGS INSTALLATION, N.O.C.**

673 ~~ADVERTISING SIGN, MANUFACTURE, ERECTION OR REPAIR~~ ~~—NOT OUTDOOR ADVERTISING COMPANY~~

[Applicable to a business engaged in the erection or repair of signs not otherwise classified.](#)

**OPERATIONS NOT INCLUDED:**

- [1. Separately rate the shop manufacture of signs as provided for in this Manual.](#)
- [2. Assign the erection, maintenance and changing of content on billboards, bill posting, and sign painting or lettering on buildings or other structures to Code 679. See Code 679 for additional details.](#)

**UNDERWRITING GUIDE**

Advertising Sign ~~Mfg.~~, Erection And Repair, Not Outdoor Advertising Company

Electrical Sign And Advertising Display ~~Mfg.~~, Installation And Repair

[Highway Directional Sign Erection or Repair](#)

Neon Sign ~~Mfg.~~, Installation Or Repair

[Road or Street Sign Erection or Repair](#)

Scoreboard ~~Mfg.~~, Installation Or Repair - Electric

No change to Classification Code 674 – **SWIMMING POOL CONSTRUCTION, ALL WORK TO COMPLETION** through Classification Code 677 – **BOILER INSTALLATION OR REPAIR.**

679 **ADVERTISING COMPANY, OUTDOOR**

Applicable to ~~outdoor advertising companies and includes but is not necessarily limited to: shop operations, a business engaged in~~ the erection, ~~painting, repair,~~ maintenance [and changing of content on billboards](#) ~~or removal of signs,~~ sign painting or lettering in or upon buildings or structures, ~~and/~~ or bill posting. [Includes shop operations.](#)

**OPERATIONS NOT INCLUDED:**

- [1. Assign the installation, erection or repair of signs not otherwise classified to Code 673. See Code 673 for additional details.](#)

No change to Classification Code 681 – **CANVAS GOODS, AWNING OR TENT ERECTION, REMOVAL OR REPAIR** through Code 9741 – **CATASTROPHE (OTHER THAN CERTIFIED ACTS OF TERRORISM)**

**DELAWARE WORKERS COMPENSATION MANUAL OF RULES, CLASSIFICATIONS AND RATING VALUES FOR WORKERS COMPENSATION  
AND FOR EMPLOYERS LIABILITY INSURANCE – ALPHABETIC UNDERWRITING GUIDE**

*Proposed Effective December 1, 2021*

Description	Direct Employment Class	Temporary Employment Class
No change to <b>Abrasive Paper Or Cloth Preparation</b> through <b>Advertising Display Service - For Stores</b>		
Advertising Sign <del>Mfg.</del> , Erection And Repair, Not Outdoor Advertising Company	673	2673
No change to <b>Advisory Rating Organization - Clerical Office</b> through <b>High Explosives Mfg.</b>		
<a href="#">Highway Directional Sign Erection or Repair</a>	<a href="#">673</a>	<a href="#">2673</a>
No change to <b>Highway Maintenance, Scraping, Paving Or Repaving By Contractor</b> through <b>Neighborhood Homes For Persons With Intellectual And/Or Developmental Disabilities</b>		
Neon Sign Mfg. - Shop <del>Only, No Installation, Service Or Repair</del> – <a href="#">Installation to be Separately Rated</a>	486	2486
Neon Sign <del>Mfg.</del> , Installation Or Repair	673	2673
No change to <b>Netting - Mosquito - No Mfg. Of Net</b> through <b>Plastic Mfg., Sheets And Rods</b>		
Plastic Sign Letters Mfg. - Shop <del>Only</del> – <a href="#">Sign Installation to be Separately Rated</a>	281	2281
No change to <b>Plastic, Molded Products Mfg. N.O.C.</b> through <b>Road Maintenance By Municipal Employees</b>		
<a href="#">Road or Street Sign Erection or Repair</a>	<a href="#">673</a>	<a href="#">2673</a>
No change to <b>Robe And Dressing Gown Mfg.</b> through <b>School, Trade Or Vocational</b>		
Scoreboard <del>Mfg.</del> , Installation Or Repair - Electric	673	2673
No change to <b>Scouring Compound Mfg.</b> through <b>Sign Erection, Removal Or Repair, Not Outdoor Advertising Company</b>		
Sign Mfg. - Metal, Shop <del>Only – No Erection</del> – <a href="#">Installation to be Separately Rated</a>	454	2454
Sign Or Sign Letter Mfg. - Wood, Shop <del>Only, No Erection</del> – <a href="#">Installation to be Separately Rated</a>	306	2306
No change to Sign Painting Or Lettering In Or Upon Buildings Or Structures through <b>Vinyl Fence Erection - Commercial or Residential</b>		
Vinyl Sign Letters Mfg. - Electronically Scored - Shop <del>Only</del> – <a href="#">Sign Installation to be Separately Rated</a>	281	2281

**DELAWARE WORKERS COMPENSATION MANUAL OF RULES, CLASSIFICATIONS AND RATING VALUES FOR WORKERS COMPENSATION  
AND FOR EMPLOYERS LIABILITY INSURANCE – ALPHABETIC UNDERWRITING GUIDE**

*Proposed Effective December 1, 2021*

Description	Direct Employment Class	Temporary Employment Class
No change to <b>Vinyl Tile Installation</b> through <b>Zoo</b>		

**DELAWARE WORKERS COMPENSATION MANUAL OF RULES, CLASSIFICATIONS AND RATING VALUES FOR WORKERS COMPENSATION AND FOR EMPLOYERS LIABILITY INSURANCE**

*Proposed Effective December 1, 2021*

**SECTION 2**

**RATING VALUES** through **DEFINITIONS** remain unchanged.

**DEFINITIONS**

**CLASSIFICATIONS**

No change to Classification Code 005 – **TREE PRUNING, SPRAYING, REPAIRING OR FUMIGATING** through Classification Code 265 – **STATIONARY PRODUCTS MFG.**

**281 PRINTING, N.O.C**

No change.

***OPERATIONS ALSO INCLUDED:***

No change to Item 1 through Item 4.

5. The shop manufacture of plastic or vinyl sign letters and the application of such onto a substrate. Sign installation to be separately rated.

No change to Item 6.

***OPERATIONS NOT INCLUDED:***

No change.

***UNDERWRITING GUIDE***

Plastic Sign Letters Mfg. - Shop –Sign Installation to be Separately Rated

Vinyl Sign Letters Mfg. - Electronically Scored - Shop –Sign Installation to be Separately Rated

No change to Classification Code 282 – **NEWSPAPER OR PERIODICAL PRINTING – BY PUBLISHER OR CONTRACT PRINTER** through Classification Code 306 – **WOOD TURNED PRODUCTS MFG.**

**309 WOODENWARE MFG., N.O.C**

Sign Or Sign Letter Mfg. - Wood, Shop –Sign Installation to be Separately Rated

No change to Classification Code 311 – **CABINET WORKS – WITH POWER-DRIVEN MACHINERY** through Classification Code 451 – **AUTOMOBILE, TRUCK OR TRAILER BODY MFG.**

**454 SHEET METAL PRODUCTS FABRICATION, N.O.C., SHOP**

No change.

***UNDERWRITING GUIDE***

Sign Mfg. - Metal, Shop – Installation to be Separately Rated

No change to Classification Code 456 – **METAL FURNITURE OR FURNISHING GOODS MFG., N.O.C.** through Classification Code 485 – **COMMUNICATIONS, SEARCH, DETECTION OR SIGNAL PROCESSING EQUIPMENT MFG.**

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**486 INCANDESCENT LIGHT BULB OR ELECTRONIC TUBE MFG.**

***UNDERWRITING GUIDE***

Neon Sign Mfg. - Shop – Installation to be Separately Rated

No change to Classification Code 487 – **SURGICAL OR OPTICAL INSTRUMENT MFG.** through Classification Code 670 – **HOUSE FURNISHINGS INSTALLATION, N.O.C.**

**673 SIGNERECTION OR REPAIR**

Applicable to a business engaged in the erection or repair of signs not otherwise classified.

***OPERATIONS NOT INCLUDED:***

1. Separately rate the shop manufacture of signs as provided for in this Manual.
2. Assign the erection, maintenance and changing of content on billboards, bill posting, and sign painting or lettering on buildings or other structures to Code 679. See Code 679 for additional details.

***UNDERWRITING GUIDE***

Advertising Sign, Erection And Repair, Not Outdoor Advertising Company  
Electrical Sign And Advertising Display, Installation And Repair  
Highway Directional Sign Erection or Repair  
Neon Sign, Installation Or Repair  
Road or Street Sign Erection or Repair  
Scoreboard, Installation Or Repair - Electric

No change to Classification Code 674 – **SWIMMING POOL CONSTRUCTION, ALL WORK TO COMPLETION** through Classification Code 677 – **BOILER INSTALLATION OR REPAIR.**

**679 ADVERTISING COMPANY, OUTDOOR**

Applicable to a business engaged in the erection, maintenance and changing of content on billboards, sign painting or lettering in or upon buildings or structures, and/or bill posting. Includes shop operations.

***OPERATIONS NOT INCLUDED:***

1. Assign the installation, erection or repair of signs not otherwise classified to Code 673. See Code 673 for additional details.

No change to Classification Code 681 – **CANVAS GOODS, AWNING OR TENT ERECTION, REMOVAL OR REPAIR** through Code 9741 – **CATASTROPHE (OTHER THAN CERTIFIED ACTS OF TERRORISM)**

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Description	Direct Employment Class	Temporary Employment Class
No change to <b>Abrasive Paper Or Cloth Preparation</b> through <b>Advertising Display Service - For Stores</b>		
Advertising Sign Erection And Repair, Not Outdoor Advertising Company	673	2673
No change to <b>Advisory Rating Organization - Clerical Office</b> through <b>High Explosives Mfg.</b>		
Highway Directional Sign Erection or Repair	673	2673
No change to <b>Highway Maintenance, Scraping, Paving Or Repaving By Contractor</b> through <b>Neighborhood Homes For Persons With Intellectual And/Or Developmental Disabilities</b>		
Neon Sign Mfg. - Shop – <u>Installation to be Separately Rated</u>	486	2486
Neon Sign, Installation Or Repair	673	2673
No change to <b>Netting - Mosquito - No Mfg. Of Net</b> through <b>Plastic Mfg., Sheets And Rods</b>		
Plastic Sign Letters Mfg. - Shop – <u>Sign Installation to be Separately Rated</u>	281	2281
No change to <b>Plastic, Molded Products Mfg. N.O.C.</b> through <b>Road Maintenance By Municipal Employees</b>		
Road or Street Sign Erection or Repair	673	2673
No change to <b>Robe And Dressing Gown Mfg.</b> through <b>School, Trade Or Vocational</b>		
Scoreboard Installation Or Repair - Electric	673	2673
No change to <b>Scouring Compound Mfg.</b> through <b>Sign Erection, Removal Or Repair, Not Outdoor Advertising Company</b>		
Sign Mfg. - Metal, Shop – <u>Installation to be Separately Rated</u>	454	2454
Sign Or Sign Letter Mfg. - Wood, Shop – <u>Installation to be Separately Rated</u>	306	2306
No change to Sign Painting Or Lettering In Or Upon Buildings Or Structures through <b>Vinyl Fence Erection - Commercial or Residential</b>		
Vinyl Sign Letters Mfg. - Electronically Scored - Shop – <u>Sign Installation to be Separately Rated</u>	281	2281

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Description	Direct Employment Class	Temporary Employment Class
No change to <b>Vinyl Tile Installation</b> through <b>Zoo</b>		