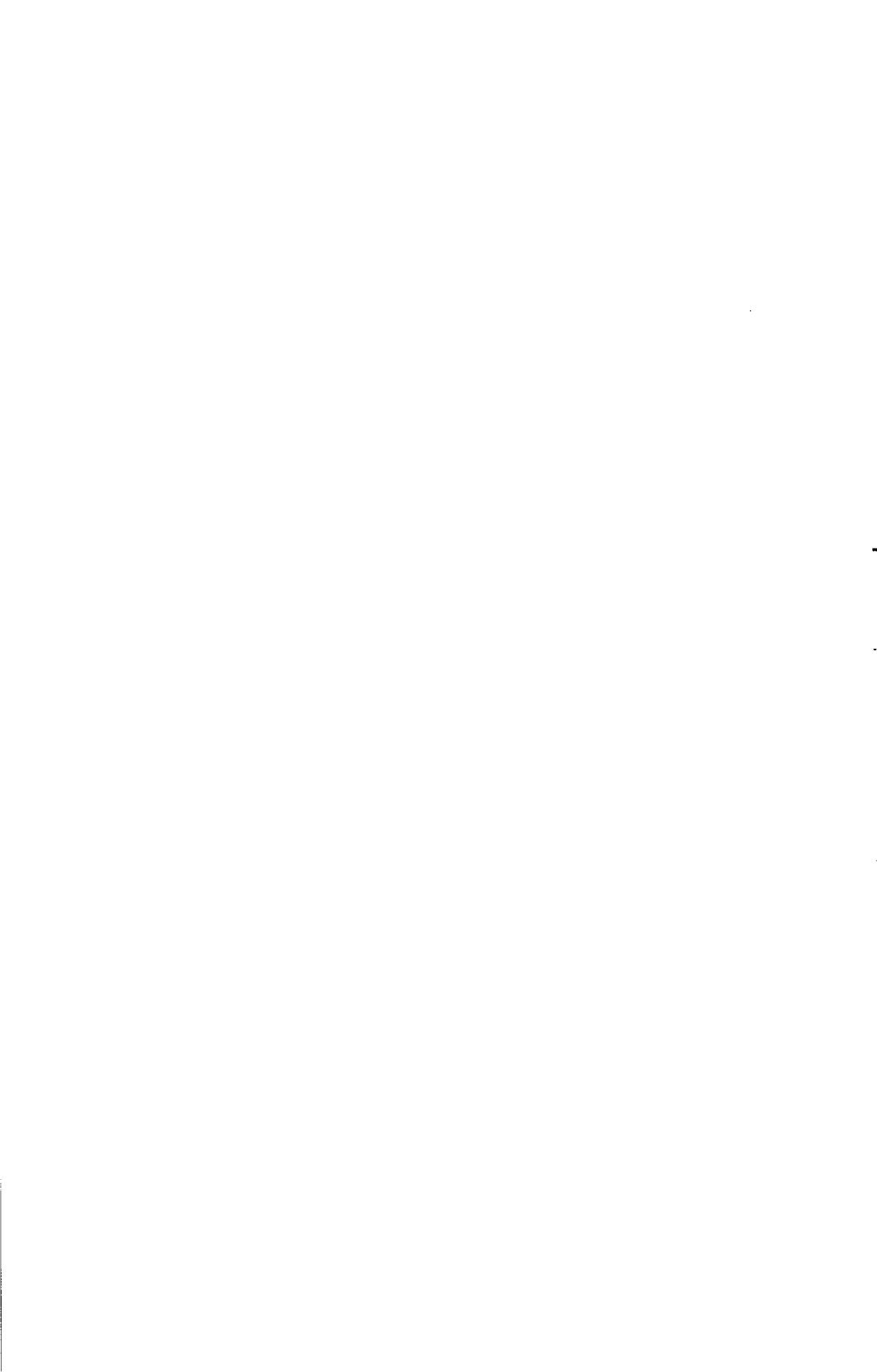


**PARTIAL LOSS DEVELOPMENT BASED ON  
EXPECTED LOSSES FOR WORKERS'  
COMPENSATION CLASS RATEMAKING**

*R. Michael Lamb*



PARTIAL LOSS DEVELOPMENT BASED ON EXPECTED LOSSES  
FOR WORKERS' COMPENSATION CLASS RATEMAKING

R. Michael Lamb

**Biography**

Michael Lamb is the Casualty Actuary for the Oregon Department of Insurance and Finance and has served as chairman of the NAIC Casualty Actuarial Task Force since March 1989. He also chairs the NAIC Workers' Compensation Data Reporting Working Group and serves on the group which oversees NCCI compliance with recommendations of the recent NAIC examination. Over several years, he has had active roles in NAIC projects on workers' compensation, medical malpractice, product liability, and other current issues. Besides the State of Oregon, Mr. Lamb's career includes employment with Argonaut Insurance Company and Wausau Insurance Companies. He has mathematics degrees from Utah State and Purdue universities and an MBA from the University of Washington.

Michael presented a discussion paper on using closed claim data for ratemaking in 1980. He has participated on panels at CAS meetings on workers' compensation competitive rating laws (November 1982) and on casualty loss reserve opinions (May, September 1991). Mr. Lamb is on the Casualty Committee of the Actuarial Standards Board. He was one of the principal designers of the competitive workers' compensation rating law for Oregon, which is essentially the design of loss cost systems being adopted by NCCI and ISO.

**Abstract**

The standard multiplicative loss development factors applied to reported losses by class serve to amplify instability in partial loss data. A method of assigning loss development based on expected losses is described and tested using four years of actual class data for Oregon. The method uses payroll and "pure premium present on rate level" to estimate expected losses. Test statistics are devised to compare stability of rates calculated using this revised method and rates calculated in the standard manner. The tests are based on residuals from linear trend lines and on absolute magnitude of 1992 rate revisions by class. The tests support a conclusion that the revised method produces significantly greater rate stability even though credibility of indicated state experience is enhanced. There is brief discussion of other stability approaches and topics for further research in class ratemaking.

PARTIAL LOSS DEVELOPMENT BASED ON EXPECTED LOSSES  
FOR WORKERS' COMPENSATION CLASS RATEMAKING

Stability of premium rates by class has always been a primary objective for ratemaking methods. In recent times, actuaries have given more attention to responsiveness, which is the counterbalance to stability in ratemaking thought. The focus in this paper is exclusively on premium rate stability for workers' compensation classes.

The National Association of Insurance Commissioners (NAIC) completed an examination of the National Council on Compensation Insurance (NCCI) in 1991 which included a major review of ratemaking procedures. An important recommendation from the examination is that the National Council should use five years of experience for class ratemaking instead of only three. The purpose of this paper is to present an alternative means of enhancing class rate stability in a less haphazard manner which would not require the cost or loss of responsiveness from using additional years of data. The scope of the examination was not broad enough to include such alternatives.

The public has cause to criticize the National Council for wild swings in class rates. On the other hand, using five years of data could create ill will from the public which follows experience by selected class and is anxious to be rid of any "bad year."

### A simple problem

Ratemaking procedures should not introduce instability or amplify intrinsic instabilities in the class experience data. For over a decade, regulators in some high-loss development states have believed that the customary multiplicative partial loss development factors have amplified class rate instability.

An easily understood example from Oregon is the serious indemnity loss development factor for losses at first report, which has approached 4.00 for several decades. Most "serious" injury claims take several years to emerge, usually migrating from the "non-serious" column. A serious injury on the first report in most classes is highly fortuitous. Even for large construction classes, serious losses on first report do not reliably predict ultimate losses. Nevertheless, the multiplicative loss development factor assigns all the anticipated loss development for the serious category to those classes which happen to have a serious injury on the first report. Classes which do not happen to show any serious cases get assigned no serious partial loss development.

Permanent partial disability cases are categorized as "major" (and "serious") or "minor" (and "non-serious") according to a single critical dollar amount. Whether or not this artificial distinction has a material effect on partial

loss development is not addressed in this paper. This seemingly mundane topic may be a worthwhile subject for our actuarial literature.

#### A simple solution

The partial loss development procedure described in this paper is derived from the procedure used by the Oregon Insurance Division to adjust class rate relativities for this instability. Partial loss development is assigned to each class in proportion to partial expected losses. In that manner, the historical tendency of serious cases to eventually emerge in each class is more accurately recognized. All other mechanics and adjustments of the standard National Council class ratemaking procedure are preserved.

Partial pure premiums "present on rate level", multiplied by \$100 units of payroll, determine the partial expected losses for a class. The complement of the inverse of the multiplicative partial loss development factor determines the portion of ultimate losses expected to yet emerge.

The enhanced stability of the revised loss development method means that partial credibilities can be enhanced. The Oregon Insurance Division has been using a simple classic square-root formula instead of the two-thirds root of the ratio of expected losses to the full-credibility standard used by the National Council. This concession seems to preserve a reasonable balance between stability and responsiveness.

After class rates are recalculated using the revised loss development method, balancing factors similar to the National Council test correction factors are determined by an iterative process so that class rates constrained by swing limits produce the same overall rate changes by industry group as would be achieved by the National Council rates. Such balancing procedures result in cross subsidies between classes which we should expect to diminish when systematic causes of rate instability are addressed.

#### DETAILS OF THE REVISED LOSS DEVELOPMENT MODEL

For the past few years, the Oregon Insurance Division has been obtaining payroll and loss data by class from the National Council. The source is described as "Report NC-235" by the NCCI and is the basis for class experience displayed in rate filings. The Oregon Insurance Division has been recreating the National Council published exhibits of class experience (Appendix B-II of NCCI filings), then recalculating partial pure premiums using the revised partial loss development method. The resulting premium rates for several dozen classes have been found to differ from National Council originally-filed rates by more than five percent and revised filings have been required. The affected classes have included several full-credibility classes. The loss development instability is not a small-credibility problem.

The partial loss development factors published by the National Council in Appendix B-I to its filings include an adjustment to the aggregate loss ratio of the latest policy year. Hence, the published factors may not precisely measure loss development. Nevertheless, the published factors have been used for this paper so the results can be replicated or similarly investigated for other states. The National Council appears to be separating the policy-year adjustment from loss development factors beginning with filings made late in 1992.

The revised method bases loss development on expected loss, using pure premiums "present on rate level" and payroll. The review of rates filed in Oregon each year has used as input for the revised method the same underlying pure premium rates as used by the National Council. These are derived from loss cost rates approved for the previous year. Hence, the review has not been a true test of the different concepts. The effect of the revised development method can only be seen when the pure premium "present on rate level" has been generated by the revised method in a succession of preceding rate revisions.

Exhibit 1 shows a comparison of the rate revision computations using the two partial loss development methods. The revisions for 1990 begin with the same set of 1989 base rates, hence this exhibit shows the actual revisions



performed for this paper. The revisions for 1991 and 1992 use differing pure premium input data for the two development methods so separate worksheets were needed.

The rate revisions for Class 7600 in Exhibit 1 achieve materially different results and also illustrate the enhanced credibility formula used with the revised procedure. The NCCI credibility formula is the two-thirds root of the ratio of partial expected losses to the 100 percent standard. The Revised Procedure uses a simple square root formula (or a three-fourths root of the NCCI credibility).

The only other difference is the provision for loss development. The NCCI rate filing for 1990 displayed these loss development factors in Appendix B-I:

Policy Period	Indemnity		Medical
	Serious	Non-Serious	
1984	1.417	.996	1.197
1985	1.993	.990	1.348
1986	3.773	.962	1.562
Three-Year Fixed	2.394	.983	1.359

Exhibit 1 shows the payroll and losses as they would be shown in the National Council filing Appendix B-II. The losses have been developed and adjusted to current benefits, trends, and accident-year experience. The revised model simply divides these displayed losses by the partial loss development

factors. Then a portion of expected losses as provision for loss development is added to the "Undeveloped Losses" and the result is labeled "Revised Losses."

Class 7600 had three serious injury cases on the first report for 1986 policies. The National Council displayed \$1,731,862 losses for these cases and for anticipated development. The revised model divided this amount by 3.773, the serious indemnity development factor for 1986. The result is \$459,015 "undeveloped losses" for the three cases.

The 3.773 development factor means that reported serious indemnity losses at first report should be 26.5 percent of the ultimate amount ( $1/3.773 = .265$ ). Expected loss development should be 73.5 percent of expected losses. The "Revised Losses", including loss development, is computed as follows:

Pure Premium "Present on Rate Level"	1.203
Times: Payroll in \$100s	435476.49
Equals: Expected serious losses	\$523,878.22
Times: Expected development portion	.734959
Equals: Expected loss development	\$385,029
Plus: "Undeveloped Losses"	459,015
Equals: Revised losses	\$844,044

The model proceeds from there in the same manner as the National Council filings. The formula pure premium gives state credibility weight to the indicated pure premium, the national credibility weight to the pure premium

"indicated by national relativity", and the remaining weight to the pure premium "present on rate level". Further adjustments for the financial data overall rate level, industry group differentials, benefit changes, changes in trends, and a test correction factor are described in NCCI filings Appendix B-III. This paper does not address the appropriateness of these elements of the class ratemaking process.

The rate for Class 7600 for 1990 is shown in Exhibit 3 as \$3.06 after the balancing factors to achieve the overall and industry group averages.

Oregon has a premium adjustment program for most contracting classes. Employers in those classes that pay average wages over \$15/hour and do not have debit experience rating modifications may apply for premium credits. The rates for those classes in 1991 and 1992 have been increased two percent to offset anticipated credits. No offset was needed in 1990 for Class 7600, which is in the "all other" industry group.

#### Balancing Factors

Exhibit 2 describes the process of balancing class rates to achieve the industry group and overall average revision for 1992. The overall revision was an 11.0 percent decrease. The percentages decreases for the

manufacturing, contracting, and all other industry groups, respectively, were 11.2, 2.1, and 12.8.

The exhibit shows the current rate (1991 loss cost rate determined using the revised partial development procedure) and the formula revised rate determined from the 1992 version of the worksheet described in Exhibit 1. The "partial pure premium" columns add up to the revised rate, less any disease element. Next is a calculation of premium at the current and the revised rates applied to payroll. The sum of the differences in premium over each industry group is divided by the sum of the premium at current rates to determine the weighted average changes.

Overall, the formula revised rates only achieved a 7.9 percent decrease instead of the 11 percent objective. The column headed "RevRate Adjusted" is the product of the formula revised rate and the industry group balancing factor shown at the bottom of Exhibit 2. The worksheet then applies the swing limits again and shows the results in next column, labeled "RevRate Limited".

Finally, the premium computed using the limited revised rate is compared with premium at current rates to determine what average revision has been achieved. The desired industry group averages could not be attained exactly without loss to the overall revision. The results are within one-tenth of a percent by industry group.

## COMPARISON TESTS

### Comparative Test of the Partial Loss Development Methods

The test for this paper compares the revised partial loss development method with the National Council method by starting from the approved Oregon advisory loss cost rates for 1989 and calculating revised loss cost rates for 1990, 1991, and 1992 using sequential pure premium input as calculated by each loss development method. The test statistics for comparing the two methods are based on volatility of rates for each class over the four years and on the absolute magnitude of the 1992 revisions by class.

The first test statistic is computed by fitting a straight line to the rates computed for the four years for each class then summing the squares of residuals from the line. The sum is divided by the square of the sum of the four-years of rates to standardize the statistic for each class. The comparison may be more relevant if the statistic for each class is weighted by premium. This weighting is achieved by multiplying each class statistic by the latest 3-year payroll total and by the sum of the four-years of rates for the class. This four-year comparison can be seen visually in the accompanying graphs.

The second test statistic is simply the relative magnitude of the latest revision, from 1991 to 1992. The absolute difference is standardized by dividing by the sum of the 1991 and 1992 rates for the class. The premium-weighted version is computed by multiplying by three years of payroll and the sum of the rates.

The sums over all classes of these test statistics are as follows:

	TEST 1		TEST 2	
	Mean Squared Residuals		Latest Revision	
	Simple	Weighted	Simple	Weighted
NCCI Loss Development Method:	.5545	8767868	36.191	554808483
Revised Loss Development Method:	.3886	6568715	30.776	475227783

The lower statistics for the revised loss development method suggest greater stability.

The loss cost rates calculated by these procedures and the previously discussed comparative statistics are displayed in Exhibit 3. The comparison graphs illustrate the first test statistic. The line fitted to the four rates for each class should account for the influence of loss cost trends with the residuals representing various unstable factors.

The second test assumes that the 1992 revision is the most appropriate for comparing the methods since the pure premium input for the revised method

would have resulted from the most successive applications of the revised development concept.

The test statistics do not include any classes for which rates were not available during all four years. Some classes are too new to have any experience. Some were discontinued and the payrolls and losses reassigned to other classes. These analytical impurities are part of the living classification system and a ratemaking method must be robust enough to accommodate them and still produce acceptable results.

#### CONCLUSION

The revised method of partial loss development improves rate stability. Because this improvement was realized while enhancing partial credibilities, it would not be proper to suggest restricting credibilities as an alternative for improving stability. An absurd indicated pure premium ratio will still be absurd when given a somewhat lower credibility weight.

Any revision to the ratemaking process which makes it more stable could be seen as assigning more credibility to years earlier than the latest. It does not follow, however, that any scheme which simply adjusts the credibility

weights by year could produce optimal results. Directly addressing systematic causes of instability should be preferred before testing different credibility approaches.

#### TOPICS FOR FURTHER RESEARCH

Classification ratemaking is not sufficiently addressed in recent actuarial literature. Several topics have arisen during the preparation of this paper, from discussion with other actuaries, from the NAIC examination of the National Council, and from the NAIC working group overseeing the NCCI compliance with examination recommendations. Some of these topics are:

Optimal distinction between "major" and "minor" permanent partial disability cases.

Improved models for partial loss development, including migration between parts and development beyond the present statistical reporting horizon.

Bayesian credibility techniques where credibility of state class experience depends on variances in national relativity pure premium rates.



Loss limitations and swing limits for enhancing rate stability and equitable methods of balancing the effect to the overall rate level indications.

Refinements to the partial credibility scheme giving different weights to the different years.

INSPA:888

**COMPUTATION OF REVISED PURE PREMIUM RATE**  
 with loss development based on expected losses

 Overall Revision  
 6.2%

 All Other  
 Industry Group

Class: 7600 Telephone or Telegraph Co: All Other Employees &amp; Dvrs

3-year	Payroll	Displayed Losses			Undeveloped Losses			Revised Losses		
		Serious	Non-Ser	Medical	Serious	Non-Ser	Medical	Serious	Non-Ser	Medical
	0	0	0	0	0	0	0	0	0	0
1984	42616748	393906	280841	500903	277986	281969	418465	428859	280879	505647
1985	49728462	145463	252282	480542	72987	254830	356485	371053	251631	516060
1986	43547649	1731862	237862	481927	459015	247258	308532	844044	236300	503288
	135892859	2271231	770985	1463372				1643956	768810	1524995

NAT'L COUNCIL PROCEDURE				REVISED PROCEDURE			
	Serious	Non-Ser	Medical		Serious	Non-Ser	Medical
	1.671	0.567	1.077	Indicated Pure Premiums	1.210	0.566	1.122
	1.203	0.637	1.243	P.P. "Present on Rate Level"			
	1.287	0.917	1.769	P.P. "Ind. by Nat'l Relvty"			
	0.59	0.78	1.00	State Credibility	0.67	0.83	1.00
Total	0.20	0.11	0.00	National Credibility	0.16	0.08	0.00
3.19	1.496	0.613	1.077	Formula Pure Premium	1.221	0.600	1.122
	1.008	1.008	1.008	Composite Factor			
	1.007	1.004	1.000	Effect of Benefit Change			
	1.092	1.092	0.975	Change in Trend Factor			
		3.39		Rounded Total		3.12	
		1.007		Ratio of Manual to Earned Premium		1.007	
		1.000		Contracting Prem Adj Program Offset		1.000	
		3.41		Specific Disease Loading			
		2.86		Calculated Pure Premium Rate		3.14	
Swing				Current Pure Premium Rate		2.86	
Limits:							
33% above		3.41		Swing-Limited Pure Premium Rate		3.14	
14% below		19.2%		Percentage Change		9.8%	
				Difference from Nat'l Council		-7.9%	

**BALANCING OVERALL RATE CHANGES BY INDUSTRY GROUP**  
Oregon Loss Cost Rates for 1992 Using Revised Development Method

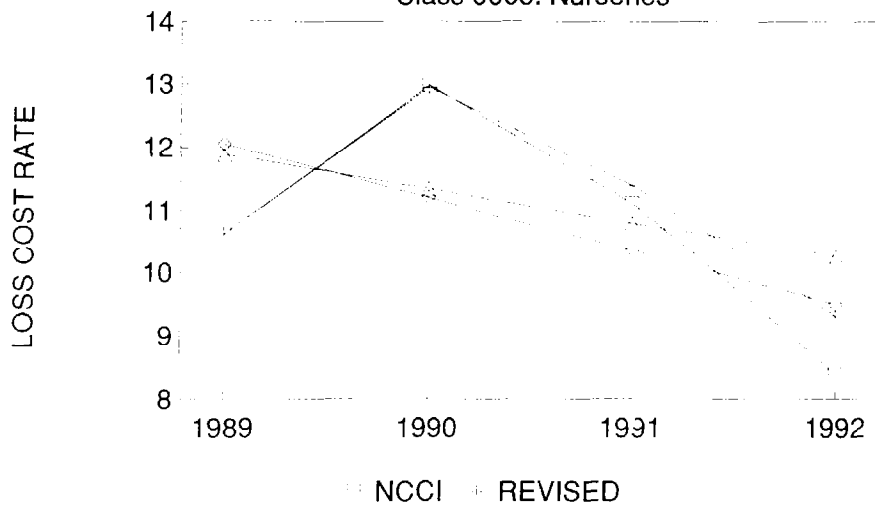
EXHIBIT 2

Ind Grp	Class	Current Rate	Revised Rate	Effect	Partial REYser	Pure REYnsor	Premiums REYmed	Premium@ 3Pay/100	Premium@ CurrRate	Premium@ RevRate	Diffmce	RevRate Adjusted	RevRate Limited	Adj,Ltd Diffmce	Effect
Manufact.	1430	15.63	12.80	-18.1%	3.306	2.766	6.728	2593	40533	33194	-7339	12.21	12.21	-8669	-4.6%
Manufact.	1438	4.64	3.90	-15.9%	1.053	0.776	2.071	1515595	7032359	5910819	-1121540	3.72	3.72	-1394347	-4.6%
Manufact.	1452	4.79	4.69	-2.1%	1.332	0.972	2.386	1421	6807	6665	-142	4.48	4.48	-441	-4.5%
Manufact.	1463	9.08	8.82	-2.9%	3.985	1.510	3.325	81626	741180	719957	-21223	8.42	8.42	-53874	-4.5%
Contracting	50	9.17	9.53	3.9%	3.144	2.139	4.247	140401	1287480	1338025	50544	9.45	9.45	39312	-0.8%
Contracting	1322	--	--	--	--	--	--	0	0	0	0	0.00	--	0	--
Contracting	2703	7.28	6.79	-6.7%	3.234	0.896	2.660	592261	4311659	4021451	-290208	6.73	6.73	-325743	-0.9%
Contracting	3365	14.66	15.91	8.5%	7.317	2.659	5.934	68199	999804	1085054	85249	15.77	15.77	75701	-0.9%
All Other	5	11.39	9.62	-15.5%	2.020	2.241	5.359	1541250	17554841	14826828	-2728013	9.31	9.31	-3205801	-3.2%
All Other	8	4.05	3.85	-4.9%	0.890	0.954	2.006	530906	2150169	2043988	-106181	3.72	3.72	-175199	-3.4%
All Other	16	8.99	8.42	-6.2%	2.011	2.211	4.198	850439	7645450	7160700	-484750	8.14	8.14	-722873	-3.3%
All Other	34	7.98	8.93	11.3%	2.378	1.055	4.697	203249	1621930	1815017	193087	8.64	8.64	134145	-3.2%

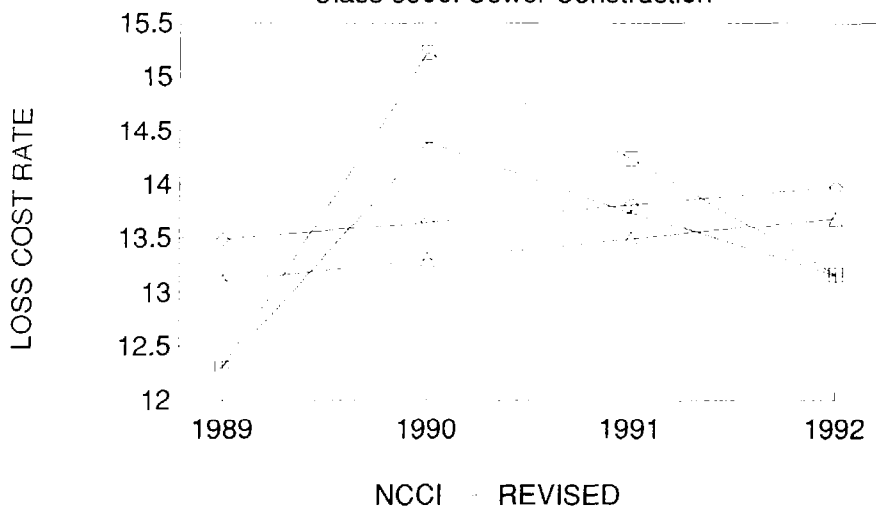
Manufacturing	-0.06976	0.9542	-0.11238
Contracting	-0.00232	0.9914	-0.02127
All Other	-0.09887	0.9673	-0.12874
<b>Balancing Factors</b>	<b>-0.07869</b>		<b>-0.10985</b>

### COMPARISON OF LOSS COST RATES

Class 0005: Nurseries



Class 6306: Sewer Construction



















Class Description	National Council Development Method					Revised Loss Development Method				
	1989 Base	1990	1991	1992	1993	1989 Base	1990	1991	1992	1993
9035 Adult Community Care Facilities	9.75	3.68	8.32	8.20	0.00025	9.75	9.85	8.33	8.09	0.00035
9040 Hospital - All Other Employees	5.93	7.10	6.11	5.96	0.00141	5.93	6.98	6.16	5.83	0.00122
9052 Hotel - All other Employees, Sales & Driv	3.75	11.39	9.59	8.46	0.00135	3.75	11.21	9.73	8.47	0.00153
9060 Club - Country & Clerical	3.38	4.17	3.77	3.53	0.00162	3.38	3.93	3.56	3.41	0.00092
9061 Club NOC & Clerical	5.17	6.15	5.55	5.67	0.00088	5.17	6.02	5.35	5.27	0.00092
9063 YMCA, YWCA, YMHA OR YWHA, Institut	2.48	3.29	3.18	2.41	0.00486	2.48	2.96	2.67	2.21	0.01865
9079 Restaurant NOC	5.09	5.99	5.19	5.25	0.00109	5.09	5.82	5.10	4.88	0.00095
9089 Restaurant	4.61	4.48	3.75	2.47	0.00141	4.61	5.10	4.54	2.82	0.00419
9093 Bowling Lane	2.84	3.44	3.27	3.08	0.00120	2.84	3.37	3.11	2.92	0.00111
9101 College - All other Employees	6.82	8.30	7.11	5.84	0.00230	6.82	7.89	6.94	6.01	0.00194
9102 Park NOC - All employees & Drivers	6.13	6.89	6.01	5.79	0.00082	6.13	6.85	5.99	5.34	0.00107
9154 Theater NOC - All other Employees	3.47	4.37	4.18	2.98	0.00482	3.47	4.33	4.08	3.16	0.00354
9156 Theater NOC - Players, Entertainers or M	1.75	1.98	1.72	1.88	0.00079	1.75	1.87	1.61	1.74	0.00061
9178 Athletic Team or Park - Non-Contact Spo	12.87	16.60	15.85	10.22	0.00710	12.87	15.70	14.75	10.98	0.00371
9179 Athletic Team or Park - Contact Sports	21.54	20.97	19.18	19.30	0.00017	21.54	20.32	18.05	19.01	0.00034
9180 Amusement Device Op NOC - Not Trava	10.59	11.35	10.11	11.09	0.00048	10.59	11.15	9.81	9.96	0.00036
9182 Athletic Team or Park - Operation & Driv	4.44	5.31	5.94	5.01	0.00209	4.44	5.18	5.86	4.83	0.00221
9186 Carnival - Traveling - All Employees & D	31.74	34.98	30.02	19.22	0.00369	31.74	34.54	29.80	20.77	0.00260
9220 Cemetery Operations & Drivers	8.56	8.58	7.79	6.32	0.00057	8.56	8.32	7.33	6.30	0.00019
9305 Cannery - Maintenance&Security Empl	--	--	--	--	--	--	--	--	--	--
9308 Bottling NOC Route SuperVendors&Driv	--	--	--	--	--	--	--	--	--	--
9310 Log Handling & Drivers	--	--	--	--	--	--	--	--	--	--
9311 Saw Mill - Maintenance&Security Empl	--	--	--	--	--	--	--	--	--	--
9315 Planning/Molding Mill - Maintenance&Sec	--	--	--	--	--	--	--	--	--	--
9328 Trucking NOC - Garage & Dock Empl	--	--	--	--	--	--	--	--	--	--
9343 Auto Sales/Repair - Parts Department Em	--	--	--	--	--	--	--	--	--	--
9345 Nursing/Convalescent Home - Cafeteria	--	--	--	--	--	--	--	--	--	--
9349 School - Cafeteria/Kitchen Employees	--	--	--	--	--	--	--	--	--	--
9366 Hospital - Cafeteria/Kitchen Employees	--	--	--	--	--	--	--	--	--	--
9402 Street Cleaning & Drivers	8.06	10.16	9.85	10.05	0.00091	8.06	9.75	9.24	8.85	0.00105
9403 Garbage Collection & Drivers	10.65	11.12	9.51	7.90	0.00085	10.65	11.10	9.52	8.12	0.00074
9410 Municipal, Township, County or State En	3.47	3.62	3.52	2.30	0.00304	3.47	3.44	3.21	2.49	0.00077
9425 City - Over 100,000 Population - Compos	3.05	3.55	--	--	--	3.05	3.47	--	--	--
9451 County - Over 500,000 Population - Comp	2.99	3.47	--	--	--	2.99	3.39	--	--	--
9470 County - Over 150,000 Population - Comp	3.04	3.44	3.03	2.86	0.00089	3.04	3.48	3.03	2.71	0.00131
9497 State Agencies - Higher Education	0.94	1.13	0.98	1.07	0.00114	0.94	1.07	0.94	1.02	0.00074
9498 State Agencies - Administrative	1.42	1.23	0.88	0.86	0.00177	1.42	1.28	1.03	1.11	0.00093
9499 State Agencies - All other	4.25	4.31	3.68	2.36	0.00223	4.25	4.50	3.82	2.60	0.00238
9501 Painting - Shop Only & Drivers	6.83	8.49	8.77	5.82	0.00875	6.83	8.31	8.25	5.67	0.00494
9505 Painting - Automobile Bodies	4.77	5.32	5.52	5.31	0.00023	4.77	5.14	5.11	4.98	0.00017
9519 Household Appliances - Electrical Install	5.83	5.77	5.08	4.23	0.00018	5.83	5.72	4.93	4.98	0.00011
9521 Home Furnishings Installation NOC & Uj	9.37	8.96	8.66	7.43	0.00074	9.37	8.72	8.29	7.49	0.00051
9522 Upholstering	7.95	7.59	6.86	4.73	0.00114	7.95	7.49	6.80	4.89	0.00055
9534 Mobile Crane/Hosting Contractors-NOC	27.80	26.70	27.23	28.75	0.00012	27.80	25.84	23.96	24.22	0.00012
9539 Amusing-Tent-Grocery Goods Erctn, Pkng	22.90	22.27	23.32	20.26	0.00041	22.90	21.29	20.60	18.25	0.00067
9545 Bill Posting & Drivers	17.01	15.62	14.46	16.16	0.00068	17.01	15.49	13.46	14.90	0.00081
9549 Advertising Co & Drivers	11.72	11.20	10.57	9.25	0.00010	11.72	11.07	10.41	9.17	0.00011
9552 Sign Manufacturing - Erection & Drivers	1.60	2.05	1.91	2.09	0.00102	1.60	2.02	1.85	1.96	0.00112
9600 Taddermat	5.41	4.63	3.81	2.76	0.00007	5.41	4.47	3.51	2.53	0.00000
9620 Funeral Director & Drivers	2.43	3.22	3.23	2.37	0.00538	2.43	2.93	2.87	2.20	0.00209

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