

Current policy governing class description	Product	Main coverage state	Written premium
CONVALESCENT OR NURSING HOME - ALL EMPLOYEES	Guaranteed Cost	IL	\$1,234,000
GROUP HOMES - ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed Cost	TN	\$909,000
ROLLING, DRAWING NON-FERROUS METAL	Guaranteed Cost	PA	\$660,000
ASBESTOS CONTRACTOR - NOC & DRIVERS	Guaranteed Cost	TN	\$510,000
SAND OR GRAVEL DIGGING & DRIVERS	Guaranteed Cost	WI	\$477,200
GASOLINE STATION - SELF-SERVICE & CONVENIENCE/GROCERY - RETAIL	Guaranteed Cost	MO	\$420,000
GASOLINE STATION - RETAIL - SELF-SERVICE	Guaranteed Cost	IL	\$408,400
AUTOMOBILE TOWING & DRIVERS	Guaranteed Cost	VA	\$400,000
ROOFING - ALL KINDS & DRIVERS	Guaranteed Cost	SC	\$374,000
JANITORIAL SERVICES BY CONTRACTORS - INCLUDES WINDOW CLEANING ABOVE GROUND LEVEL & DRIVERS	Guaranteed Cost	IL	\$336,000
CARPENTRY SHOP	Guaranteed Cost	PA	\$306,000
GRAIN MILLING	Guaranteed Cost	PA	\$299,000
WALLBOARD, SHEETROCK, DRYWALL, PLASTERBOARD OR CEMENT BOARD INSTALLATION - WITHIN BUILDINGS & DRIVERS	Guaranteed Cost	DC	\$296,000
BUS CO - ALL OTHER EMPLOYEES & DRIVERS	Guaranteed Cost	IL	\$296,000
STEEL FOUNDRY	Guaranteed Cost	PA	\$294,000
ROCKET OR MISSILE TESTING OR LAUNCHING & DRIVERS	Guaranteed Cost	AL	\$285,000
RETIREMENT LIVING CENTERS - HEALTH CARE EMPLOYEES	Guaranteed Cost	KY	\$269,000
CONCRETE PRODUCTS MANUFACTURING	Guaranteed Cost	PA	\$266,000
FARM - FLORIST & DRIVERS	Guaranteed Cost	IL	\$256,000
LAUNDRY - NOC	Guaranteed Cost	PA	\$247,000
OIL REFINING	Guaranteed Cost	PA	\$247,000
FIRST AID OR RESCUE SQUAD - PAID & PUBLIC & DRIVERS	Guaranteed Cost	NJ	\$242,000
STREET OR ROAD CONSTRUCTION - PAVING OR REPAVING & DRIVERS	Guaranteed Cost	SC	\$235,000
PLUMBING NOC & D	Guaranteed Cost	NJ	\$208,000
EXPLOSIVES OR AMMUNITION MANUFACTURING - NOC & DRIVERS	Guaranteed Cost	IL	\$199,000
TRUCKING - NOC - ALL EMPLOYEES & DRIVERS	Guaranteed Cost	IN	\$190,000
SMELTING OR GALVANIZING	Guaranteed Cost	PA	\$189,000
STORE - MEAT, FISH OR POULTRY DEALER - WHOLESALE	Guaranteed Cost	IL	\$173,000
HOSPITAL - PROFESSIONAL EMPLOYEES	Guaranteed Cost	WV	\$144,000
TRUCKMEN - NOC & D	Guaranteed Cost	NJ	\$141,000
OIL OR GAS - LEASE WORK NOC - BY SPECIALIST CONTRACTOR & DRIVERS	Guaranteed Cost	VA	\$138,000
RETIREMENT LIVING CENTERS - HEALTH CARE EMPLOYEES	Guaranteed Cost	IL	\$136,000
AUTOMOBILE REPAIR FACILITY	Guaranteed Cost	MI	\$136,000
CHEMICAL MANUFACTURING NOC - ALL OPERATIONS & DRIVERS	Guaranteed Cost	SC	\$134,000
FERROUS SCRAP METAL DEALER	Guaranteed Cost	PA	\$133,000
OIL REFINING - PETROLEUM & DRIVERS	Guaranteed Cost	WI	\$122,000
HOME, PUBLIC & TRAVELING HEALTHCARE - ALL EMPLOYEES	Guaranteed Cost	NC	\$122,000
BUS OPERATOR - SCHOOL - & D	Guaranteed Cost	NJ	\$120,000
ORCHARD	Guaranteed Cost	PA	\$117,000
DRIVERS - TRUCKING - NOC	Guaranteed Cost	MI	\$115,000
CHARITABLE OR WELFARE ORGANIZATION - ALL OTHER EMPLOYEES & DRIVERS	Guaranteed Cost	VA	\$114,000
PAINTING	Guaranteed Cost	PA	\$107,000
TRUCKING NOC	Guaranteed Cost	PA	\$105,000
HOME, PUBLIC & TRAVELING HEALTHCARE - ALL EMPLOYEES	Guaranteed Cost	IA	\$102,000

4th Quarter

Current policy governing class description	Product	Main coverage state	Written premium
BUTCHERING	Deductible	IL	\$582,000
PHYSICIAN & CLERICAL	Deductible	GA	\$454,000
COAL MINING - NOC	Deductible	VA	\$402,000
FARM - FLORIST & DRIVERS	Deductible	KY	\$209,000
BANK	Deductible	PA	\$140,000
MASONRY NOC	Deductible	IL	\$108,000
STORAGE WAREHOUSE - FURNITURE & DRIVERS	Deductible	SC	\$90,000
HOTEL - RESTAURANT EMPLOYEES	Deductible	GA	\$48,000
ROOFING - ALL KINDS & DRIVERS	Deductible	IL	\$39,000
HEATING, VENTILATION, AIR-CONDITIONING & REFRIGERATION SYSTEMS - INSTALLATION, SERVICE & REPAIR, SHOP, YARD & DRIVERS	Deductible	SC	\$20,000

4th Quarter

<b>Industry group</b>	<b>Policy count</b>	<b>Written premium</b>
Construction	256	\$2,519,000
Wholesale/Retail	115	\$718,000
Healthcare	83	\$874,000
Food	82	\$405,000
Auto Services	69	\$491,000
Manufacturing	63	\$543,000
Clerical/Professional Employees	62	\$259,000
Hospitality	60	\$254,000
Farming	55	\$399,000
Other	41	\$379,000
Transportation	40	\$528,000
Unclassified	40	\$329,000
Construction (Heavy)	28	\$320,500
Education	13	\$60,000
Energy	5	\$51,000

**NB Success Standard Accounts  
Last 2 Quarters  
Policy Count and Premium by Industry Group**

