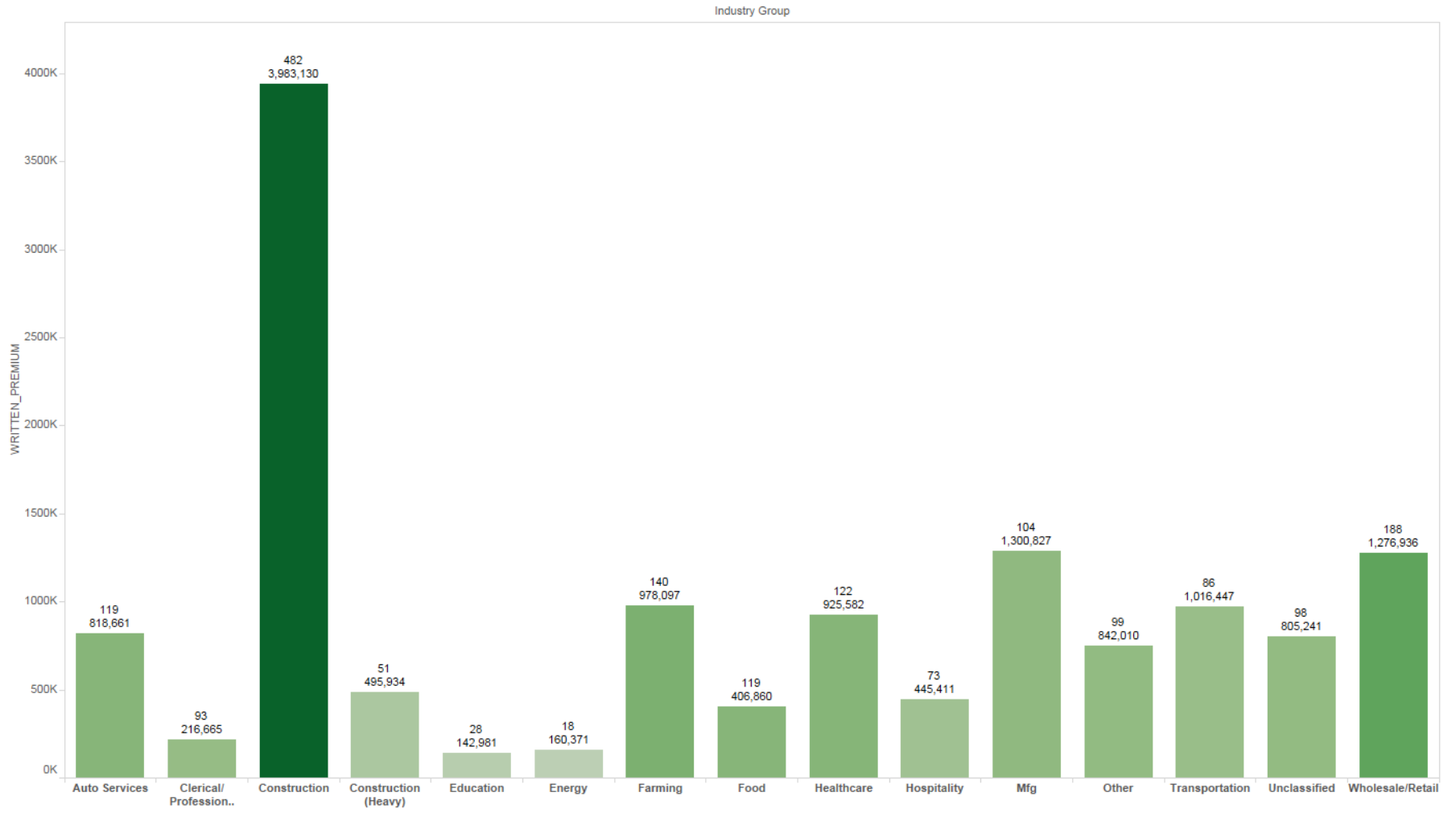


New Business Success List First Quarter 2020

Current policy governing class description	Product	Main coverage state	Written premium
COAL MINING NOC	\$25,000	WV	\$1,223,000
CARPENTRY NOC	Guaranteed Cost	IL	\$924,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$613,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$500,000
BUILDING OR PROPERTY MANAGEMENT - ALL OTHER EMPLOYEES	Guaranteed Cost	GA	\$445,000
FURNITURE MOVING AND STORAGE, AND DRIVERS	Guaranteed Cost	NJ	\$376,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$367,000
METAL STAMPED GOODS MFG NOC	\$5,000	IN	\$321,000
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS AND LEASING AGENTS AND CLERICAL, SALESPERSONS	Guaranteed Cost	SC	\$291,000
SAW MILL	\$10,000	KY	\$288,000
HOME, PUBLIC AND TRAVELING HEALTHCARE - ALL EMPLOYEES	Guaranteed Cost	NC	\$273,000
OIL OR GAS PIPELINE CONSTRUCTION AND DRIVERS	Guaranteed Cost	WV	\$261,000
ELECTRIC LIGHT OR POWER COOP - RURAL ELECTRIFICATION	Guaranteed Cost	MI	\$246,000
POLICE OFFICERS AND DRIVERS	Guaranteed Cost	VA	\$245,000
CARPENTRY - RESIDENTIAL	Guaranteed Cost	PA	\$233,000
TRUCKING - LOCAL HAULING ONLY AND DRIVERS	Guaranteed Cost	VA	\$202,000
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES AND YARD, WAREHOUSE, DRIVERS	Guaranteed Cost	IA	\$195,000
SOCIAL SERVICES ORGANIZATION - ALL EMPLOYEES AND SALESPERSONS, DRIVERS	Guaranteed Cost	IL	\$186,000
PAINTING NOC AND SHOP OPERATIONS, DRIVERS	Guaranteed Cost	IL	\$181,000
HOSPITAL: PROFESSIONAL EMPLOYEES	Guaranteed Cost	NC	\$178,000
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL AND DRIVERS	Guaranteed Cost	IL	\$174,000
EXCAVATION AND DRIVERS	Guaranteed Cost	IL	\$173,000
CEILING INSTALLATION	Guaranteed Cost	PA	\$168,000
IRON OR STEEL: ERECTION NOC	Guaranteed Cost	WV	\$166,000
RUBBISH OR GARBAGE REMOVAL	Guaranteed Cost	PA	\$162,000
RESTAURANT NOC	Guaranteed Cost	IL	\$157,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$155,000
CARPENTRY - COMMERCIAL	Guaranteed Cost	PA	\$154,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$153,000
IRON OR STEEL MERCHANT AND DRIVERS	\$25,000	IL	\$144,000
CONCRETE CONSTRUCTION NOC	Guaranteed Cost	IL	\$144,000
SIGN INSTALLATION, MAINTENANCE, REPAIR OR REMOVAL AND DRIVERS	Guaranteed Cost	IL	\$143,000
TRUCKING NOC	Guaranteed Cost	PA	\$143,000
ELECTROPLATING	Guaranteed Cost	PA	\$140,000
GAS STEAM WATER MAIN CONSTRUCTION	Guaranteed Cost	PA	\$139,000
HEATING OR VENTILATING	Guaranteed Cost	PA	\$137,000
AUTOMOBILE DEALER	Guaranteed Cost	PA	\$137,000
OIL OR GAS - LEASE WORK NOC - BY SPECIALIST CONTRACTOR AND DRIVERS	Guaranteed Cost	VA	\$134,000
RETIREMENT LIVING CENTERS HEALTH CARE EMPLOYEES	Guaranteed Cost	GA	\$130,000
RESTAURANT: FAST FOOD	Guaranteed Cost	VA	\$129,000
ROAD CONSTRUCTION	Guaranteed Cost	PA	\$128,000
FURNITURE MOVING AND/OR STORAGE	Guaranteed Cost	PA	\$126,000
STORAGE WAREHOUSE NOC	Guaranteed Cost	IN	\$126,000
TREE PRUNING	Guaranteed Cost	PA	\$125,000
MASONRY	Guaranteed Cost	PA	\$119,000
METAL STAMPED GOODS MFG NOC	Guaranteed Cost	TN	\$118,000
SWIMMING POOL CONSTRUCTION - NOT IRON OR STEEL - AND DRIVERS	\$1,000	IL	\$117,000
AMUSEMENT DEVICE OPERATION NOC - NOT TRAVELING - AND DRIVERS	Guaranteed Cost	TN	\$114,000
ROOFING - ALL KINDS	Guaranteed Cost	PA	\$113,000
CITY, TOWNSHIP, BOROUGH	Guaranteed Cost	PA	\$113,000
HEATING, VENTILATION, AIR-CONDITIONING AND REFRIGERATION SYSTEMS - INSTALLATION, SERVICE AND REPAIR, SHOP, YARD AND DRIVERS	Guaranteed Cost	TN	\$112,000
HARDWARE MFG, NOC	Guaranteed Cost	PA	\$108,000
MASONRY NOC	\$1,000	IL	\$107,000
AMUSEMENT PARK OR EXHIBITION OPERATION AND DRIVERS	\$500	NC	\$107,000
PLUMBING NOC AND DRIVERS	Guaranteed Cost	IL	\$107,000
CONCRETE PRODUCTS MFG AND DRIVERS	Guaranteed Cost	GA	\$106,000
GEAR MFG OR GRINDING	Guaranteed Cost	IL	\$105,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed Cost	PA	\$105,000
MAIL HAULING OR DELIVERY SERVICE	Guaranteed Cost	PA	\$103,000
SOCIAL SERVICES ORGANIZATION - ALL EMPLOYEES AND SALESPERSONS, DRIVERS	Guaranteed Cost	IN	\$102,000
WELDING OR CUTTING NOC AND DRIVERS	Guaranteed Cost	KY	\$102,000
TRUCKING PARCEL OR PACKAGE DELIVERY - ALL EMPLOYEES AND DRIVERS	Guaranteed Cost	WI	\$102,000
ROOFING - ALL KINDS AND DRIVERS	Guaranteed Cost	IL	\$101,000
GAS MAIN OR CONNECTIONS CONSTRUCTION AND D	Guaranteed Cost	NJ	\$101,000

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





Deductible Success List - First Quarter 2020

**Current policy governing
class description**

8106
0158C

Main coverage state

IL
WV

Written premium

\$144,000
\$1,223,000