



New business success list - Second quarter 2019

Current policy governing class description	Product	Main coverage state	Written premium
COAL MINING - NOC	Guaranteed cost	WV	\$1,037,000
TRUCKMEN - NOC & D	Guaranteed cost	PA	\$828,000
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	Guaranteed cost	VA	\$567,000
RESIDENTIAL ELDERLY NON-MEDICAL	Guaranteed cost	PA	\$389,000
INK MFG	Guaranteed cost	IL	\$291,000
ROOFING - ALL KINDS	Guaranteed cost	PA	\$287,000
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	Guaranteed cost	IA	\$287,000
STORE: WHOLESALE NOC	Guaranteed cost	IL	\$277,000
TRUCKING: NOC - ALL EMPLOYEES & DRIVERS	Guaranteed cost	SC	\$270,000
SCHOOL - PROFESSIONAL EMPLOYEES & C	Guaranteed cost	NJ	\$258,000
COAL MINING - NOC	Guaranteed cost	KY	\$255,000
CARPENTRY SHOP	Guaranteed cost	PA	\$252,000
PLUMBING NOC & DRIVERS	Guaranteed cost	KY	\$235,000
ROOFING - ALL KINDS & DRIVERS	Guaranteed cost	IL	\$206,000
IRON OR STEEL MERCHANT & DRIVERS	Guaranteed cost	VA	\$200,000
IRON ERECTION OR INSTALLATION	Guaranteed cost	IL	\$197,000
STORE: HARDWARE	Guaranteed cost	NE	\$193,000
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS & LEASING AGENTS & CLERICAL, SALESPERSONS	Guaranteed cost	OH	\$186,000
BOTTLE DEALER - USED & DRIVERS	Guaranteed cost	IL	\$183,000
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	Guaranteed cost	MD	\$166,000
IRON OR STEEL: IRON WORKS - SHOP - ORNAMENTAL - & D	Guaranteed cost	NJ	\$162,000
ELECTROPLATING	Guaranteed cost	IL	\$158,000
CONCRETE CONSTRUCTION	Guaranteed cost	PA	\$154,000
STORE: MEAT, GROCERY & PROVISION STORES COMBINED - RETAIL NOC	Guaranteed cost	OH	\$142,000
GARBAGE, ASHES, OR REFUSE COLLECTION & D	Guaranteed cost	NJ	\$141,000
CARPENTRY - CONSTRUCTION OF RESIDENTIAL DWELLINGS NOT EXCEEDING THREE STORIES IN HEIGHT	Guaranteed cost	IN	\$134,000
TRUCKING: NOC - ALL EMPLOYEES & DRIVERS	Guaranteed cost	GA	\$133,000
UPHOLSTERING	Guaranteed cost	NC	\$128,000
IRON OR STEEL - ERECTION NOC	Guaranteed cost	OH	\$125,000
SOCIAL SERVICE ORGANIZATION - ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed cost	NC	\$124,000

ROOFING - ALL KINDS	Guaranteed cost	PA	\$124,000
FOOD PRODUCTS MFG NOC	Guaranteed cost	PA	\$124,000
STORAGE WAREHOUSE - FURNITURE & DRIVERS	Guaranteed cost	KY	\$124,000
CARPENTRY - INSTALLATION OF CABINET WORK OR INTERIOR TRIM	Guaranteed cost	IL	\$123,000
GAS MAIN OR CONNECTION CONSTRUCTION & DRIVERS	Guaranteed cost	IL	\$122,000
CANDY OR CHEWING GUM MFG	Guaranteed cost	PA	\$121,000
RAILROAD CONSTRUCTION: LAYING OR RELAYING OF TRACKS OR MAINTENANCE OF WAY BY CONTRACTOR - NO WORK ON ELEVATED RAILROADS & DRIVERS	Guaranteed cost	IL	\$118,000
HEATING, VENTILATION, AIR-CONDITIONING & REFRIGERATION SYSTEMS - INSTALLATION, SERVICE & REPAIR, SHOP, YARD & DRIVERS	Guaranteed cost	SC	\$117,000
CONVALESCENT OR NURSING HOME - ALL EMPLOYEES	Guaranteed cost	IL	\$111,000
ELECTRICAL WIRING IN BUILDINGS	Guaranteed cost	PA	\$110,000
RESTAURANT - FAST FOOD	Guaranteed cost	IL	\$110,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed cost	PA	\$108,000
SHEET METAL PRODUCTS FAB - SHOP	Guaranteed cost	PA	\$108,000
POLICE OR FIREFIGHTERS - SALARIED	Guaranteed cost	PA	\$106,000
RESTAURANT - FAST FOOD	Guaranteed cost	TN	\$106,000
IRON OR STEEL SCRAP DEALER & DRIVERS	Guaranteed cost	TN	\$105,000
EXPLOSIVES OR AMMUNITION MFG - NOC & DRIVERS	Guaranteed cost	TN	\$105,000
RAILROAD CONSTRUCTION	Guaranteed cost	PA	\$104,000
SOCIAL SERVICES ORGANIZATION - ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed cost	TN	\$103,000
PHYSICIAN OR DENTIST	Guaranteed cost	PA	\$102,000
PLASTICS MFG - NOC	Guaranteed cost	PA	\$101,000
MILK HAULING - BY CONTRACTOR	Guaranteed cost	PA	\$100,000



Deductible success list - Second quarter 2019

Current policy governing class description	Main coverage state	Written premium
QUARRIES - NOC	PA	\$282,000
ASBESTOS CONTRACTOR - PIPE & BOILER WORK EXCLUSIVELY & DRIVERS	IL	\$118,000
LAUNDRY NOC & ROUTE SUPERVISORS, DRIVERS	SC	\$116,000

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

