



New Business Success List 2nd Quarter 2020

Current Policy Governing Class Description	Product	Main Coverage State	Written Premium
CONCRETE OR CEMENT WORK: FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS & DRIVERS	Guaranteed Costs	DC	\$1,440,000
FOUNDRY NONFERROUS	Guaranteed Costs	WI	\$831,000
RUBBER GOODS OR TIRE MFG	Guaranteed Costs	PA	\$509,000
IRON OR STEEL: ERECTION NOC	Guaranteed Costs	IL	\$504,000
PLUMBING NOC & DRIVERS	Guaranteed Costs	IL	\$421,000
TRUCKING: NOC - ALL EMPLOYEES & DRIVERS	Guaranteed Costs	SC	\$406,000
MASONRY NOC	Guaranteed Costs	IL	\$350,000
IRON WORKS	Guaranteed Costs	PA	\$315,000
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	Guaranteed Costs	IL	\$296,000
ROAD CONSTRUCTION	Guaranteed Costs	PA	\$274,000
CONVALESCENT HOME & D. (PREMIUM BASIS SHALL NOT INCLUDE BOARD OR LODGING)	Guaranteed Costs	NJ	\$248,000
CONCRETE PRODUCTS MFG & D	Guaranteed Costs	NJ	\$220,000
PLUMBING NOC & DRIVERS	Guaranteed Costs	IL	\$175,000
FOUNDRY FERROUS NOC	Guaranteed Costs	WI	\$172,000
RESTAURANT NOC	Guaranteed Costs	MO	\$163,000
PLUMBING NOC & DRIVERS	Guaranteed Costs	MD	\$155,000
EXCAVATION & DRIVERS	Guaranteed Costs	NE	\$148,000
EXCAVATION & DRIVERS	Guaranteed Costs	SC	\$146,000
HOTEL: ALL OTHER EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed Costs	IL	\$146,000
GLAZIER: AWAY FROM SHOP & DRIVERS	Guaranteed Costs	IL	\$138,000
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL & DRIVERS	Guaranteed Costs	GA	\$137,000
CASINO GAMBLING: ALL EMPLOYEES & CLERICAL, SALESPERSONS, DRIVERS	Guaranteed Costs	IA	\$134,000
WATERWORKS OPERATION & DRIVERS	Guaranteed Costs	WV	\$134,000
STORE: FLORIST & DRIVERS	Guaranteed Costs	MD	\$131,000
POLICE OR FIREFIGHTERS: SALARIED	Guaranteed Costs	PA	\$130,000
CARPENTRY NOC	Guaranteed Costs	NC	\$129,000
TRUCKING NOC	Guaranteed Costs	PA	\$128,000
BOX OR BOX SHOOK MFG	Guaranteed Costs	VA	\$127,000
JANITORIAL SERVICES BY CONTRACTORS: NO WINDOW CLEANING ABOVE GROUND LEVEL & DRIVERS	Guaranteed Costs	IL	\$123,000
STREET OR ROAD CONSTRUCTION: PAVING Or REPAVING & DRIVERS	Guaranteed Costs	VA	\$120,000
ROOFING: ALL KINDS & DRIVERS	Guaranteed Costs	WI	\$116,000
FARM: CATTLE OR LIVESTOCK RAISING NOC & DRIVERS	Guaranteed Costs	VA	\$115,000
MONUMENT DEALER & DRIVERS	Guaranteed Costs	WI	\$114,000
PLASTICS MFG: SHEETS, RODS OR TUBES	Guaranteed Costs	NC	\$110,000
GASOLINE DEALER & DRIVERS	Guaranteed Costs	KY	\$110,000

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

