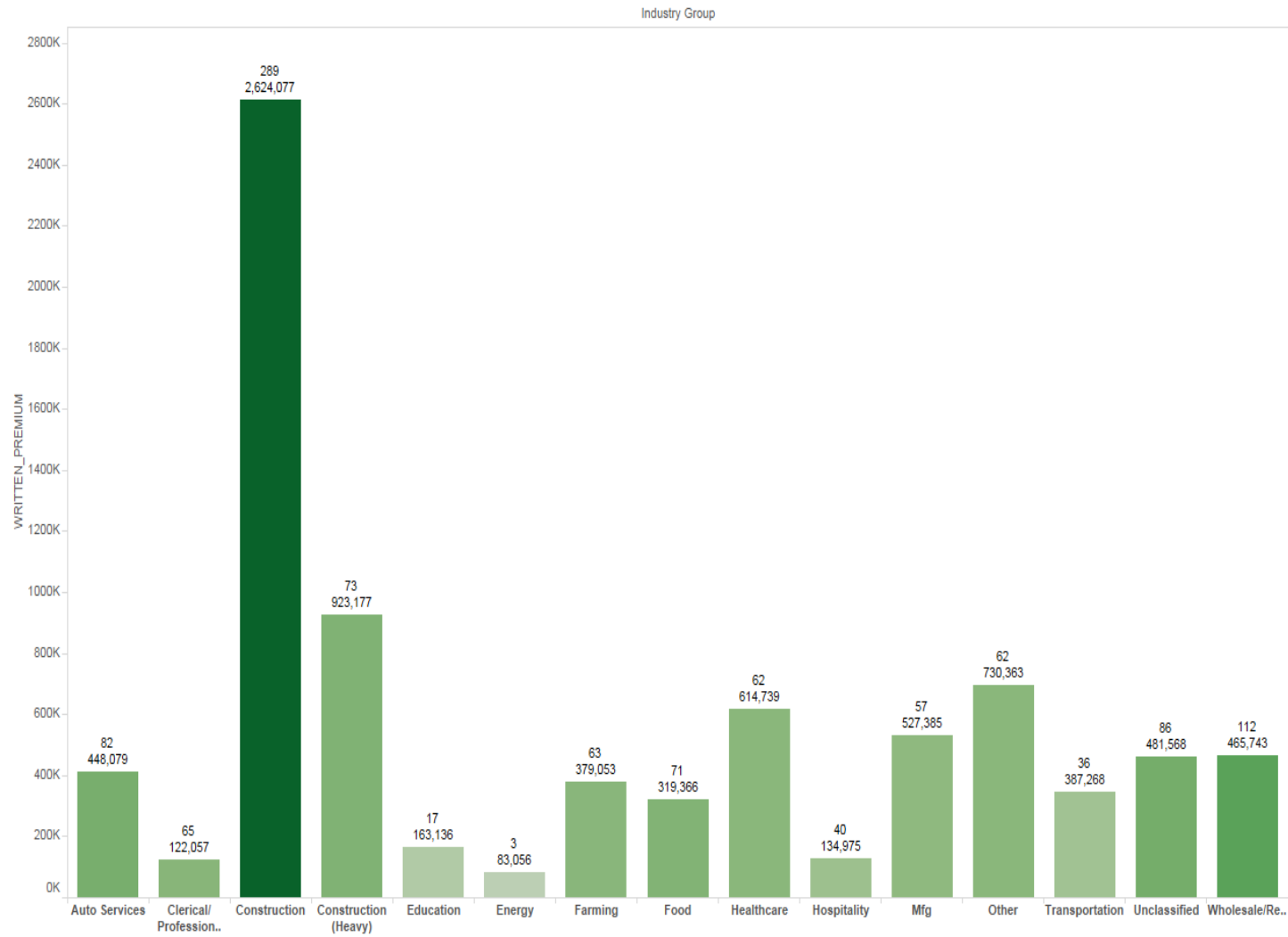


New business success list - Third quarter 2019

<b>Current policy governing class description</b>	<b>Product</b>	<b>Main coverage state</b>	<b>Written premium</b>
POLICE OFFICERS & DRIVERS	Guaranteed Cost	KY	\$778,000
POULTRY OR EGG PRODUCER	Guaranteed Cost	MI	\$620,000
CARPENTRY SHOP	Guaranteed Cost	PA	\$593,000
MACHINERY OR EQUIPMENT ERECTION	Guaranteed Cost	PA	\$559,000
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	Guaranteed Cost	VA	\$534,000
F-USL&H: COAL DOCK OPERATION & STEVEDORING	Guaranteed Cost	VA	\$424,000
MACHINE SHOP NOC	Guaranteed Cost	KY	\$401,000
STATIONERY MFG	Guaranteed Cost	IL	\$320,000
GLASS MERCHANT	Guaranteed Cost	VA	\$318,000
SCHOOL: PROFESSIONAL EMPLOYEES & C	Guaranteed Cost	NJ	\$313,000
TAXICAB CO.: ALL OTHER EMPLOYEES & DRIVERS	Guaranteed Cost	GA	\$304,000
HOSPITAL: PROFESSIONAL EMPLOYEES	Guaranteed Cost	WV	\$303,000
EXCAVATION	Guaranteed Cost	PA	\$295,000
HOME HEALTH: NONPROFESSIONAL STAFF	Guaranteed Cost	PA	\$281,000
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE, DRIVERS	Guaranteed Cost	VA	\$244,000
HOSPITAL: PROFESSIONAL EMPLOYEES	Guaranteed Cost	NC	\$237,000
ROOFING: ALL KINDS & DRIVERS	Guaranteed Cost	TN	\$227,000
EXCAVATION & DRIVERS	Guaranteed Cost	VA	\$224,000
ROLLING MILL	Guaranteed Cost	PA	\$205,000
AVIATION: ALL OTHER EMPLOYEES & DRIVERS	Guaranteed Cost	NC	\$204,000
SEED MERCHANT	Guaranteed Cost	KY	\$201,000
ANIMAL RAISING	Guaranteed Cost	PA	\$199,000
JANITORIAL SERVICES BY CONTRACTORS: NO WINDOW CLEANING ABOVE GROUND LEVEL & DRIVERS	Guaranteed Cost	IA	\$198,000
COLLEGE OR SCHOOL NOC	Guaranteed Cost	PA	\$198,000
SCHOOL: NONPROFESSIONAL EMPLOYEES & D	Guaranteed Cost	NJ	\$195,000
TREE PRUNING	Guaranteed Cost	PA	\$193,000
MASONRY NOC	Guaranteed Cost	IL	\$188,000
POLICE OR FIREFIGHTERS: SALARIED	Guaranteed Cost	PA	\$185,000
CONVALESCENT HOME & D (PREMIUM BASIS SHALL NOT INCLUDE BOARD OR LODGING)	Guaranteed Cost	NJ	\$180,000
MOBILE CRANE & HOISTING SERVICE CONTRACTORS NOC: ALL OPERATIONS INCLUDING YARD EMPLOYEES & DRIVERS	Guaranteed Cost	IL	\$179,000
SCHOOL: PROFESSIONAL EMPLOYEES & C	Guaranteed Cost	NJ	\$172,000
TRUCKING NOC	Guaranteed Cost	PA	\$160,000
TRUCKING NOC: ALL EMPLOYEES & DRIVERS	Guaranteed Cost	TN	\$157,000
TRUCKMEN: NOC & D	Guaranteed Cost	NJ	\$153,000
CABINETWORKS	Guaranteed Cost	PA	\$151,000
SCHOOL FOR DISTURBED CHILDREN	Guaranteed Cost	PA	\$146,000
EXCAVATION	Guaranteed Cost	PA	\$144,000
BOAT BUILDING OR REPAIR & DRIVERS	Guaranteed Cost	SC	\$140,000

CARPENTRY: INSTALLATION OF CABINET WORK OR INTERIOR TRIM	Guaranteed Cost	VA	\$135,000
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	Guaranteed Cost	GA	\$131,000
RUBBISH OR GARBAGE REMOVAL	Guaranteed Cost	PA	\$130,000
AMUSEMENT DEVICE OPERATION NOC: NOT TRAVELING & DRIVERS	Guaranteed Cost	AL	\$130,000
FUEL DISTRIBUTION	Guaranteed Cost	PA	\$130,000
MACHINERY OR EQUIPMENT ERECTION	Guaranteed Cost	PA	\$127,000
EXCAVATION	Guaranteed Cost	PA	\$127,000
ELECTRICAL WIRING: WITHIN BUILDINGS & DRIVERS	Guaranteed Cost	NC	\$115,000
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	Guaranteed Cost	KY	\$115,000
PUMP MFG	Guaranteed Cost	VA	\$113,000
FOOD PRODUCTS MFG NOC	Guaranteed Cost	NC	\$111,000

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





Deductible success list - Third quarter 2019

<b>Current policy governing class description</b>	<b>Main coverage state</b>	<b>Written premium</b>
8833	NC	\$237