

LEADING MARKETS

SIC	SIC Description	Average Premium
5511	Motor vehicle dealers (new and used)	\$42,300
1711	Plumbing, heating and air-conditioning	\$14,200
782	Lawn and garden services	\$11,400
1751	Carpentry work	\$6,200
1794	Excavation work	\$15,600
7538	General automotive repair shops	\$8,600
5812	Restaurants	\$9,400
6512	Operators of nonresidential buildings (LRO)	\$5,100
1731	Electrical work	\$9,900
1799	Special trade contractors (NEC)	\$12,100
1771	Concrete work	\$16,300
5211	Lumber and other building materials dealers	\$21,100

We are your one-stop shop for all your commercial needs. We handle Workers' Compensation accounts of all sizes to complement our industry-specific commercial offerings. Our in-house brokerage, MCM Agency, offers coverage in 47 states for hard-to-place business, or businesses that operate in states not currently covered by Motorists. Below is a listing of coverages placed with MCM Agency:

Line of Business	Account Description	Premium
Excess liability	Motorists Mutual account moved due to high risk following many claims	\$49,614
Dealers physical damage	Wilson Mutual account with dealers physical damage coverage through MCM Agency	\$97,875
Workers' compensation	New owners seeking different coverage	\$20,592
General liability	Wilson Mutual account with general liability coverage through MCM Agency	\$8,250
EPLI	New account not serviceable by Motorists	\$4,687

Contact your district sales manager for the solution to your clients' insurance needs.