

## New Business Success List 4th Quarter 2021

<b>Current Policy Governing Class Desc</b>	<b>Product</b>	<b>Main Coverage State</b>	<b>Written Premium</b>
HOSPITAL: PROFESSIONAL EMPLOYEES	\$250,000	WV	\$643,127
STORE: MEAT, FISH OR POULTRY DEALER-WHOLESALE	Guaranteed Costs	MD	\$569,465
Co-Generation Fuel Recovery - Anthracite	Guaranteed Costs	PA	\$377,635
NURSING AND CONVALESCENT HOME	Guaranteed Costs	PA	\$349,252
ASBESTOS CONTRACTOR-NOC & DRIVERS	Guaranteed Costs	TN	\$347,456
AUTOMATIC SPRINKLER INSTALLATION & DRIVERS	Guaranteed Costs	IL	\$326,807
FOUNDRY-FERROUS-NOC	Guaranteed Costs	IA	\$309,064
TRUCKING N.O.C.	Guaranteed Costs	PA	\$290,648
BUILDING OR PROPERTY MANAGEMENT - PROPERTY MANAGERS AND LEASING AGENTS& CLERICAL, SALESPERSONS	Guaranteed Costs	MD	\$244,315
RESIDENTIAL ELDERLY NON-MEDICAL	Guaranteed Costs	PA	\$232,055
TREE PRUNING, SPRAYING, REPAIRING -- ALL OPERATIONS & DRIVERS	Guaranteed Costs	MD	\$229,899
COURIER OR MESSENGER SERVICE COMPANIES & DRIVERS	Guaranteed Costs	NJ	\$201,263
PAINTING: SHOP ONLY & DRIVERS	Guaranteed Costs	MI	\$200,546
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	Guaranteed Costs	WV	\$195,856
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	Guaranteed Costs	IA	\$173,941
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed Costs	IN	\$172,696
AUTOMOBILE SERVICE OR REPAIR CENTER & DRIVERS	Guaranteed Costs	WC	\$153,956
POTTERY MFG: PORCELAIN WARE-MECHANICAL PRESS FORMING	Guaranteed Costs	KY	\$144,195
COAL MINING-SURFACE & DRIVERS	Guaranteed Costs	WV	\$143,296
LAUNDRY, N.O.C.	Guaranteed Costs	PA	\$141,480
CARPENTRY NOC	Guaranteed Costs	IA	\$139,529
SHEET METAL WORK - INSTALLATION & DRIVERS	\$5,000	MO	\$129,475
ALUMINUM WARE MFG	Guaranteed Costs	SC	\$128,550
CLERICAL OFFICE EMPLOYEES NOC	Guaranteed Costs	NJ	\$127,727
STORE: RETAIL NOC	Guaranteed Costs	IL	\$121,175
SCHOOL- PROFESSIONAL EMPLOYEES & C	Guaranteed Costs	NJ	\$116,779
CARPENTRY NOC	Guaranteed Costs	IA	\$113,871
STORE: AUTOMOBILE PARTS & ACCESSORIES- NOC & DRIVERS	Guaranteed Costs	IL	\$109,461
EMERY WORKS & DRIVERS	Guaranteed Costs	WI	\$106,064
POLICE OFFICERS & DRIVERS	Guaranteed Costs	SC	\$104,483
CARPENTRY- CONSTRUCTION OF RESIDENTIAL DWELLINGS NOT EXCEEDING THREE STORIES IN HEIGHT	Guaranteed Costs	IL	\$101,501

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

