

**Q1 2023 COMMERCIAL LINES – MIDDLE MARKET NEW BUSINESS
SUCCESSSES**

SIC #	SIC one digit	SIC description	Average policy amount
5023	Wholesale trade	Home furnishings	\$ 297,726
2611	Manufacturing	Pulp mills	\$ 250,746
4222	Transportation, communications, electric, gas and sanitary services	Refrigerated warehousing and storage	\$ 232,035
5012	Wholesale trade	Automobiles and other motor vehicles	\$ 196,388
5093	Wholesale trade	Scrap and waste materials	\$ 174,115
5999	Retail trade	Miscellaneous Retail Stores, Not Elsewhere Classified	\$ 171,431
2421	Manufacturing	Sawmills and planing mills, general	\$ 167,995
2032	Manufacturing	Canned specialties	\$ 162,975
8099	Services	Health and allied services, not elsewhere classified	\$ 141,265
1781	Construction	Water well drilling	\$ 125,185
5032	Wholesale trade	Brick, stone and related construction materials	\$ 122,113
2085	Manufacturing	Distilled and blended liquors	\$ 120,165
1623	Construction	Water, sewer, pipeline and communications and power line construction	\$ 102,861
3273	Manufacturing	Ready-mixed concrete	\$ 93,515
5033	Wholesale trade	Roofing, siding and insulation materials	\$ 84,968
6531	Finance, insurance and real estate	Real estate agents and managers	\$ 83,539
5211	Retail trade	Lumber and other building materials dealers	\$ 82,680
1731	Construction	Electrical work	\$ 80,391
3281	Manufacturing	Cut stone and stone products	\$ 75,914
5812	Retail trade	Eating places - fast casual, fine dining, family style	\$ 73,824
3275	Manufacturing	Gypsum products	\$ 73,438
2673	Manufacturing	Plastics, foil and coated paper bags	\$ 72,617
3271	Manufacturing	Concrete block and brick	\$ 71,276

7353	Services	Heavy construction equipment rental and leasing	\$ 68,709
1711	Construction	Plumbing, heating and air-conditioning	\$ 67,722
1751	Construction	Carpentry work	\$ 66,560
1629	Construction	Heavy construction, not elsewhere classified	\$ 63,972
241	Agriculture, forestry and fishing	Dairy farms	\$ 62,660
7539	Services	Automotive repair, services and parking	\$ 62,342
5083	Wholesale trade	Farm and garden machinery and equipment	\$ 62,011
5074	Wholesale trade	Plumbing and heating equipment and supplies (Hydronics)	\$ 57,619
2891	Manufacturing	Adhesives and sealants	\$ 57,288
1799	Construction	Special trade contractors, not elsewhere classified	\$ 55,947
3465	Manufacturing	Automotive stampings	\$ 54,184
3471	Manufacturing	Electroplating, plating, polishing, anodizing and coloring	\$ 52,900
1521	Construction	General contractors - single family homes	\$ 52,800
6519	Finance, insurance and real estate	Lessors of real property, not elsewhere classified	\$ 52,521
2851	Manufacturing	Paints, varnishes, lacquers, enamels and allied products	\$ 51,402