

**New Business Success List 2nd Quarter 2022**

<b>Current Policy Governing Class Desc</b>	<b>Product</b>	<b>Main Coverage State</b>	<b>Written Premium</b>
TREE PRUNING	Guaranteed Cost	PA	\$4,282,323
COAL MINING-NOC	Guaranteed Cost	KY	\$631,779
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed Cost	TN	\$624,722
LUMBER AND BUILDING MAT. DEALER	Guaranteed Cost	PA	\$515,745
STORE: CLOTHING, WEARING APPAREL OR DRY GOODS-RETAIL	\$1,000	SC	\$451,791
CREAMERY OR DAIRY & ROUTE SUPERVISORS, DRIVERS	Guaranteed Cost	WI	\$448,688
FOUNDRY-FERROUS-NOC	Guaranteed Cost	IN	\$435,887
DRIVERS-TRUCKING-NOC	Guaranteed Cost	MI	\$395,800
HOSPITAL: PROFESSIONAL EMPLOYEES	Guaranteed Cost	WV	\$350,235
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guaranteed Cost	SC	\$313,107
ROOFING ALL KINDS & DRIVERS	Guaranteed Cost	WI	\$299,054
FURNITURE MANUFACTURING AND CABINET SHOP - WOOD - NOC	Guaranteed Cost	IN	\$290,457
FARM POULTRY OR EGG PRODUCER & DRIVERS	Guaranteed Cost	IL	\$285,193
FED COAL MINE COVERAGE LOADING	Guaranteed Cost	PA	\$266,800
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS-& DRIVERS	Guaranteed Cost	MD	\$245,390
ROOFING-ALL KINDS & DRIVERS	Guaranteed Cost	NE	\$245,375
ELECTRONIC EQUIPMENT - INSTALLATION, SERVICE, OR REPAIR - SHOP AND OUTSIDE & DRIVERS	Guaranteed Cost	IL	\$209,274
JANITORIAL SERVICES BY CONTRACTORS - INCLUDES WINDOW CLEANING ABOVE GROUND	Guaranteed Cost	IL	\$209,220
STORE: HARDWARE	Guaranteed Cost	NE	\$207,030
FARM MACHINERY OPERATION	Guaranteed Cost	PA	\$196,519
WHOLESALE STORE, NOC	Guaranteed Cost	PA	\$193,533
SANITARY COMPANY	Guaranteed Cost	PA	\$186,231
RESTAURANT NOC	Guaranteed Cost	IL	\$185,439
STORAGE WAREHOUSE-FURNITURE & DRIVERS	Guaranteed Cost	GA	\$179,515
PLUMBING NOC & DRIVERS	Guaranteed Cost	IL	\$162,595
ROOFING-ALL KINDS & DRIVERS	Guaranteed Cost	IA	\$160,538
CONCRETE OR CEMENT WORK-FLOORS, DRIVEWAYS, YARDS OR SIDEWALKS-& DRIVERS	Guaranteed Cost	IL	\$160,127
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL	\$5,000	IA	\$151,140
RESTAURANT NOC	Guaranteed Cost	NC	\$146,462
IRON ERECTION	Guaranteed Cost	PA	\$142,337
PLUMBERS SUPPLIES DEALER & DRIVERS	Guaranteed Cost	VA	\$139,125
CONCRETE PRODUCTS MFG & DRIVERS	Guaranteed Cost	SC	\$132,506
MASONRY NOC	Guaranteed Cost	IA	\$130,525
MACHINERY OR EQUIPMENT ERECTION	Guaranteed Cost	PA	\$129,872
CHEMICAL BLENDING AND MIXING NOC-ALL OPERATIONS & DRIVERS	Guaranteed Cost	GA	\$129,441
QUARRY-CEMENT ROCK-SURFACE-& DRIVERS	Guaranteed Cost	KY	\$126,309
STREET OR ROAD CONSTRUCTION: PAVING OR REPAVING & DRIVERS	Guaranteed Cost	GA	\$125,331
SEWER CONSTRUCTION	Guaranteed Cost	PA	\$125,256
PLASTICS MFG: SHEETS, RODS, OR TUBES	Guaranteed Cost	TN	\$110,124
PLASTICS MANUFACTURING: MOLDED PRODUCTS NOC	Guaranteed Cost	WV	\$105,121
MACHINE SHOP NOC	Guaranteed Cost	TN	\$103,316
RETIREMENT LIVING CENTERS: ALL OTHER EMPLOYEES, SALESPERSONS & DRIVERS	Guaranteed Cost	NC	\$102,153
TRUCKING NOC	Guaranteed Cost	PA	\$100,682

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

