

**New Business Success List 3rd Quarter 2023**

<b>Current Policy Governing Class Desc</b>	<b>Product</b>	<b>Main Coverage State</b>	<b>Written Premium</b>
SAW MILL	Guarantee Costs	WV	\$794,272
RETIREMENT LIVING CENTERS: HEALTH CARE EMPLOYEES	Guarantee Costs	IL	\$589,654
MAIL, PARCEL, OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE COMPANIES - ALL EMPLOYEES AND DRIVERS	Guarantee Costs	WI	\$418,002
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	Guarantee Costs	WV	\$411,530
FABRICATED PLATE WORK	Guarantee Costs	PA	\$410,551
MUNICIPAL, CITY, COUNTY, OR STATE EMPLOYEE	Guarantee Costs	MD	\$402,909
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guarantee Costs	MD	\$388,410
POLICE OFFICERS & DRIVERS	Guarantee Costs	MD	\$345,782
WIRE DRAWING-IRON OR STEEL	Guarantee Costs	IL	\$335,655
ELECTROPLATING	Guarantee Costs	NJ	\$321,974
COLLEGE OR SCHOOL, N.O.C.	Guarantee Costs	PA	\$296,513
FEED, FERTILIZER, HAY, OR GRAIN DEALER & LOCAL MANAGERS, DRIVERS - NOMFG	Guarantee Costs	IL	\$267,938
THEATER NOC: ALL OTHER EMPLOYEES	Guarantee Costs	IL	\$267,725
WALLBOARD, SHEETROCK, DRYWALL, PLASTERBOARD, OR CEMENT BOARD INSTALLATION - WITHIN BUILDINGS & DRIVERS	Guarantee Costs	IL	\$267,195
MAIL, PARCEL OR PACKAGE DELIVERY AND COURIER OR MESSENGER SERVICE COMPANIES -- ALL EMPLOYEES & DRIVERS	Guarantee Costs	IL	\$223,850
MACHINE SHOP	Guarantee Costs	PA	\$220,612
STORAGE WAREHOUSE NOC	Guarantee Costs	MD	\$216,474
SCHOOL- PROFESSIONAL EMPLOYEES & C	Guarantee Costs	NJ	\$211,529
STREET CLEANING & D	Guarantee Costs	NJ	\$200,009
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE,DRIVERS	Guarantee Costs	WV	\$196,617
MEAT PRODUCTS MFG NOC	\$2,500	GA	\$181,945
HOME HEALTH-NONPROFESSIONAL STAFF	Guarantee Costs	PA	\$178,293
SEWAGE DISPOSAL PLANT OPERATION & DRIVERS	Guarantee Costs	GA	\$171,953
CARPENTRY - COMMERCIAL	Guarantee Costs	PA	\$171,074
PAINT OR COLORS MFG.	Guarantee Costs	PA	\$167,807
UPHOLSTERING	Guarantee Costs	NC	\$166,708
GROUP HOMES-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guarantee Costs	IL	\$164,098
POLICE OFFICERS & DRIVERS	Guarantee Costs	WV	\$156,137
SOCIAL REHABILITATION FACILITY	Guarantee Costs	PA	\$155,732
COLLEGE OR SCHOOL, N.O.C.	Guarantee Costs	PA	\$147,561
GARBAGE, ASHES OR REFUSE COLLECTION & DRIVERS	Guarantee Costs	MD	\$147,400
STORAGE WAREHOUSE-FURNITURE & DRIVERS	Guarantee Costs	IL	\$143,558
Child Care Center - All Employees Including Clerical, Salespersons & Drivers	Guarantee Costs	NC	\$140,767
LUMBERYARD NEW MATERIALS ONLY: ALL OTHER EMPLOYEES & YARD, WAREHOUSE,DRIVERS	Guarantee Costs	WV	\$132,692
PAINTING: STEEL STRUCTURES OR BRIDGES	Guarantee Costs	PA	\$131,141
TRUCKING: NOC-ALL EMPLOYEES & DRIVERS	Guarantee Costs	PA	\$125,471
JANITORIAL SERVICES BY CONTRACTORS - NO WINDOW CLEANING ABOVE GROUND LEVEL & DRIVERS	\$2,500	GA	\$125,291
COLLEGE: PROFESSIONAL EMPLOYEES & CLERICAL	Guarantee Costs	WV	\$123,977
IRON OR STEEL: FABRICATION: IRON OR STEEL WORKS-SHOP-STRUCTURAL-& DRIVERS	Guarantee Costs	TN	\$122,483
APARTMENT HOUSE	Guarantee Costs	PA	\$114,822

PLASTICS MFG., N.O.C.	Guarantee Costs	PA	\$114,736
Carpentry-Shop Only-& Drivers	\$5,000	IN	\$114,627
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guarantee Costs	KY	\$113,577
POLICE OR FIREFIGHTERS - SALARIED	Guarantee Costs	PA	\$113,382
CONSTRUCTION OR AGRICULTURAL MACHINERY MFG	Guarantee Costs	WV	\$111,991
CONSTRUCTION OR AGRICULTURAL MACHINERY MFG	Guarantee Costs	IA	\$111,535
PARK NOC-ALL EMPLOYEES & DRIVERS	\$1,000	IL	\$110,902
ANALYTICAL LABORATORIES OR ASSAYING - INCLUDING LABORATORY, OUTSIDE EMPLOYEES, COLLECTORS OF SAMPLES, & DR	Guarantee Costs	WV	\$110,313
GASOLINE STATION: SELF-SERVICE AND CONVENIENCE/GROCERY-RETAIL	Guarantee Costs	SC	\$107,135
LANDSCAPE CONTRACTOR	Guarantee Costs	PA	\$106,393
FOOD PRODUCTS MFG. NOC	Guarantee Costs	IL	\$105,408
ELECTRIC LIGHT OR POWER LINE CONSTRUCTION & DRIVERS	Guarantee Costs	KY	\$103,241
SOCIAL SERVICES ORGANIZATION-ALL EMPLOYEES & SALESPERSONS, DRIVERS	Guarantee Costs	IL	\$100,041

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

