



Hit List

Harleysville
Good people to know
 a Nationwide Insurance® company

Mid-Atlantic Region

Let's do business!

August 2012

When you're looking for a market for your small and middle market commercial customers, think of Harleysville. We've got the products and expertise you need to compete effectively for the best accounts, like the ones below, which we recently put on the books. For information about our appetite and how we can help you attract and retain quality business, contact your commercial lines field representative.

Examples of Middle Market Accounts* Written in July:

<u>Class of Business</u>	<u>Lines of Coverage</u>	<u>Premium Level</u>
1711 Plumbing, Heating, A/C	CustomPak, Auto, Umbrella, WC	\$58,003
1741 Masonry & Other Stonework	Package	\$34,454
1751 Carpentry Work	Package, Auto, Umbrella	\$59,880
1771 Concrete Work	Package, Auto, Umbrella, WC	\$53,235
1761 Roofing, Siding, Sheet Metal Work	Auto	\$35,736
2399 Fabricated Textile Products	Package, WC	\$36,656
2789 Bookbinding & Related Work	CustomPak, Auto, Umbrella	\$56,437
3412 Metal Barrels, Drums & Pails	Inland Marine	\$24,584
3599 Industrial & Commercial Machinery	Package, Auto, Umbrella	\$109,929
5112 Stationery & Office Supplies	Package, Auto, Umbrella, WC	\$129,894
5146 Fish & Seafoods	GL, Auto, Umbrella	\$32,074
5149 Groceries & Related Products	CustomPak, Auto, Umbrella, WC	\$70,827
5712 Furniture Stores	CustomPak, Auto, Umbrella	\$32,440
5812 Eating Places	CustomPak, Auto, Umbrella, WC	\$65,626
6531 Real Estate Agents & Managers	Inland Marine, COP	\$70,545
7011 Hotels	COP	\$21,112

* See our [new flyer](#) listing the advantages we can offer you with middle market accounts.

Top 20 Small Market Classes Written in July:

0782 Lawn & Garden Services	5731 Radio, TV & Electronics Stores
1711 Plumbing, Heating, A/C	5812 Eating Places
1721 Painting & Paper Hanging	5921 Liquor Stores
1731 Electrical Work	5999 Miscellaneous Retail Stores
1751 Carpentry Work	6411 Insurance Agents, Brokers & Service
1771 Concrete Work	6512 Operators of Nonresidential Buildings
5411 Grocery Stores	7349 Building Cleaning & Maintenance Services
5461 Retail Bakeries	7538 General Automotive Repair Shops
5531 Auto & Home Supply Stores	7699 Repair Shops & Related Services
5713 Floor Covering Stores	8011 Medical Offices & Clinics