








COMMERCIAL HIT LIST



Illinois

Category/Business Description	Premium	Lines Written
CONTRACTOR		
Carpentry work	\$87,361	Package, auto, umbrella
Roofing, siding, and sheet metal	\$99,411	Package, auto, umbrella
Plaster, drywall 	\$29,533	Package, auto, umbrella
Electrical work 	\$45,312	Package, auto, umbrella
HVAC 	\$23,811	Target contractor, auto, work comp, umbrella
Concrete work 	\$57,782	Package, auto, work comp, umbrella
General contractors – other than residential	\$44,323	Package, auto, umbrella
Excavators	\$53,649	Package, auto, umbrella
Landscape gardening 	\$18,833	Target contractor, auto, work comp, umbrella
INDUSTRIAL PROCESSING		
Engraving 	\$24,984	Package
Candy and other confectionery products	\$171,001	Package, auto, work comp, umbrella
Tool and die shop	\$51,998	Package, auto, work comp, umbrella
Concrete or plaster products manufacturing – non-structural	\$37,920	Package, auto, umbrella
MERCANTILE		
Stationery or paper products distributors	\$158,349	Package, auto, umbrella
Building material dealer	\$309,673	Package, auto, umbrella
Food products distributors	\$7,604	Package, auto, umbrella
Floor covering stores 	\$10,526	Package, auto, umbrella
Distributors – no food or drink	\$15,442	Package, auto, work comp, umbrella
OFFICE		
Insurance agents	\$14,295	Package, auto
Sales or service organizations	\$53,836	Package, auto, work comp, umbrella
Real estate agents	\$30,195	Package, auto, umbrella
SERVICE		
Motion picture and video tape production	\$1,806	Package, work comp
Local trucking	\$256,578	Package, auto
Welding or cutting	\$45,831	Package, auto, work comp

 This class can be quoted through BizLink

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COMMERCIAL 2025 APPETITE



Use this commercial appetite as a guide for what types of accounts SECURA wants to write.

CONTRACTORS

- Carpentry work
- Concrete work
- Electrical work
- Excavation work
- General contractor - non-residential
- Landscape contractor
- Lawn and garden services
- Masonry, stone setting, and other stone work
- Painting and paper hanging
- Plaster, drywall, acoustical, and insulation work
- Plumbing, heating, and air conditioning
- Roofing
- Siding and sheet metal work
- Water well drilling

MANUFACTURING

- Bakery
- Beverage manufacturing
- Concrete block and brick
- Die casting manufacturing
- Hand and edge tools, except machine tools
- Ready mix concrete
- Specialty dies and tools, die set jig, and fixture

MERCANTILE

- Auto and home supply store
- Family style/fine dining restaurant
- Florist
- Fruit and vegetable distributors
- Grocery stores
- Hardware
- Ice cream store

OFFICE

- Accounting, auditing, and bookkeeping service
- Insurance agents, brokers, and service
- Offices and clinics of doctors and medicine
- Operators of non-residential buildings
- Real estate agents and manager

SERVICES

- Beauty shop
- Building cleaning and maintenance service
- Commercial printing
- Electrical and electronic repair shop
- Funeral service and crematories
- General automotive repair shop
- Golf course (public or private)
- Hotels
- Landscape counseling and planning
- Lawn and garden services
- Local trucking
- Refrigeration and AC service and repair shop

SECURA writes business in Arizona, Colorado, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, North Dakota, Pennsylvania, and Wisconsin

Get started writing these accounts today with sales materials you can access on agentlink.secura.net

Grow your book by writing manufacturing with SECURA

At SECURA, we're committed to providing tailored, trade-specific insurance solutions for manufacturers. While we're eager to write a variety of manufacturing businesses with you, here are a few key examples:

- Food and beverage
- Furniture and fixtures
- Machinery parts
- Fabricated metal
- Plastics



For more information, watch our manufacturing Q&A video by scanning the QR code. Reach out to your Commercial Lines underwriter to discuss any questions or opportunities you have.



Questions? Ask your sales manager or Commercial Lines underwriter