








COMMERCIAL HIT LIST



Indiana

Category/Business Description	Premium	Lines Written
CONTRACTOR		
Water well drilling	\$37,020	Package, auto, work comp
General contractors	\$14,622	Package, auto, work comp, umbrella
Excavators	\$11,495	Package, auto, umbrella
Building cleaning 	\$950	Package
HVAC 	\$50,975	Target contractor, auto, work comp, umbrella
Painting and paper hanging 	\$19,256	Package, auto, work comp, umbrella
Nursery lawn and garden supply stores	\$13,268	Package, auto, work comp
Terrazzo, tile, marble, and mosaic work 	\$2,411	Package, umbrella
HOTEL/MOTEL		
Hotels	\$21,996	Package, auto, umbrella
INDUSTRIAL PROCESSING		
Instrument manufacturing	\$18,948	Package, auto, umbrella
Beverage manufacturing — winery	\$28,747	Package, umbrella
MERCANTILE		
Lumber and building material dealers	\$7,290	Package, work comp
Metal dealers — nonstructural	\$20,689	Package, umbrella
Distributors — food or drink	\$13,958	Package, auto
Building material dealer	\$22,640	Package, auto, work comp, umbrella
Meat products	\$14,232	Package, auto, umbrella
OFFICE		
Office — medical 	\$1,622	Package, work comp
SERVICE		
Automobile parking	\$36,730	Package, auto, umbrella
Funeral service and crematories 	\$11,919	Package, auto, umbrella
Local trucking	\$72,480	Package, auto, work comp
Sand and gravel haulers	\$64,674	Package, auto
Beauty shops 	\$12,221	Package
Funeral service and crematories 	\$32,562	Package, auto, work comp, umbrella
Computer consulting or programming 	\$818	Package

 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
- Janitorial work
- 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
- Spec dies and tools, die set jig, and fixture

MERCANTILE

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

OFFICE

- Accounting, auditing, and bookkeeping service
- Insurance agents, brokers, and service
- Offices and clinics of doctors and medicine

SERVICES

- Beauty shop
- Building cleaning and maintenance service
- Commercial printing
- Electrical and electronic repair shop
- Funeral service and crematories
- General automotive repair shop
- General warehousing and storage
- Golf course (public or private)
- Hotels
- Landscape counseling and planning
- Lawn and garden services
- Lesser of real property
- Operators of nonresidential buildings
- Real estate agents and manager
- 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