










# COMMERCIAL HIT LIST



Iowa

Category/Business Description	Premium	Lines Written
<b>CONTRACTOR</b>		
Glass and glazing work 	\$35,495	Package, auto, work comp, umbrella
Carpentry – interior 	\$5,781	Target contractor, auto, umbrella
Concrete work	\$88,441	Package, auto, work comp, umbrella
Landscaping 	\$75,950	Package, auto, work comp, umbrella
Janitorial services 	\$7,551	Target contractor, auto, umbrella
Electrical contractor 	\$45,002	Target contractor, auto, work comp, umbrella
Water well drilling	\$23,699	Package, auto, umbrella
Plumbing and HVAC	\$125,681	Package, auto, work comp, umbrella
<b>MANUFACTURER</b>		
Machine shop	\$60,775	Package, auto, work comp, umbrella
Sign manufacturing	\$22,141	Package, auto, work comp, umbrella
Food products	\$9,844	Package, umbrella
Cabinet shop	\$17,009	Package, auto, work comp, umbrella
<b>MERCANTILE</b>		
Pizza restaurant	\$4,558	Package, umbrella
Floor covering store	\$10,998	Package, auto, umbrella
Beverage store	\$2,122	Package, umbrella
<b>OFFICE</b>		
Attorney office 	\$3,770	Package, auto, umbrella
Dental clinic 	\$5,867	Package, work comp, umbrella
Optometrist 	\$1,505	Package, umbrella
<b>SERVICES</b>		
Hair salon 	\$2,911	Package, work comp
Distributor	\$40,750	Package, auto, umbrella
Commercial printer	\$22,156	Package, auto, work comp, umbrella
Carpet and upholstery cleaner	\$13,739	Package, auto, umbrella
<b>WHOLESALE</b>		
Grocery distributor	\$8,881	Package, umbrella
Building material dealer	\$25,653	Package, auto, work comp, umbrella

 This class can be quoted through BizLink

<p><b>Contact SECURA:</b> <b>800-236-8700</b> Fax: 920-739-0556 New Business commercialquotes@secura.net Endorsements commercialprocessing@secura.net BizLink Team CLBizLink@secura.net</p>	<p><b>SECURA email format:</b> firstname_lastname@secura.net <b>Underwriting Director .....Ext.</b> Allison Kruse.....7119 <b>Underwriting Supervisors....Ext.</b> Betsy Van Schyndel.....4414 Katrina Pakala.....7113</p>	<p><b>Underwriters .....Ext.</b> Teran Marshall.....4309 Nick Laszewski.....8572 Melissa Jankowski.....4482</p>	<p><b>Underwriting Assistant .....Ext.</b> Stephanie Brey.....4382</p>
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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 - interior
- Carpet and upholstery cleaning
- Electrical work
- Floor laying and other floor work
- Glass and glazing work
- Lawn care and landscaping
- Excavating and grading of land
- Plumbing, heating, and air conditioning
- Concrete construction
- Driveway, parking area - paving
- Painting and paper hanging
- Siding and sheet metal

## FINANCE, INSURANCE, & REAL ESTATE

- Accounting, auditing, and bookkeeping
- Advertising agencies
- Lawyer offices
- Medical offices
- Real estate agents

## MANUFACTURING

- Bakery
- Breweries and wineries
- Cut stone and stone products
- Engraving
- Machine shop
- Plastic or rubber products
- Sign manufacturing
- Tool and die manufacturing
- Wood household furniture

## MERCANTILE

- Auto and home supply store
- Building material dealers
- Clothing and shoe stores
- Florist
- Furniture stores
- Gift and novelty stores
- Ice cream stores
- Restaurants

## SERVICES

- Auto repair/service shop – private passenger and light truck
- Building cleaning and maintenance
- Catering
- Commercial printing
- Computer maintenance and repair
- Electrical repair shops
- Funeral homes
- Photography studios
- Veterinarian

## WHOLESALE

- Automobile parts and supplies
- Electrical apparatus and equipment wiring supplies
- Fruit and vegetable distributors
- Hardware and tool distributors
- Plumbing and HVAC equipment and supplies
- Stationery and paper distributors

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](https://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