

# Recent Successes



Networked affiliates compete on **BUSINESS AUTO** opportunities large & small to write profitable business across NORTHERN CALIFORNIA. A broad array of carriers creates a comprehensive overall appetite. The recent successes below reflect a cross-section of the business community from Services to Wholesale to Manufacturing to Farm and more. We continually see strong win rates with artisan contractors and for other sole proprietors. Of note in 2017, a rate decrease by AmTrust will make this carrier a great option. Ask your new business or renewal account manager for more details!

Business Type	Location	WP\$	Carrier
HEATING & VENTILATION CONTRACTORS	Walnut Grove	\$29,305	Liberty
CABINET MAKERS	Sacramento	\$19,728	Liberty
FISH & SEAFOOD WHOLESALE	San Francisco	\$18,012	Allstate
SECURITY SYSTEMS SERVICES	Antioch	\$16,303	Liberty
CONSULTANTS - ENGINEERING	Benicia	\$15,893	Allstate
LANDSCAPE CONTRACTORS	Rio Linda	\$14,085	Allstate
JANITORIAL SERVICES	San Jose	\$12,699	Allstate
EXTERMINATING & FUMIGATING SERVICES	Brentwood	\$9,866	AmTrust
WELDING EQUIPMENT & SUPPLIES WHOLESALE	Lemoore	\$7,682	Liberty
HARDWARE WHOLESALE	Oakland	\$6,570	Allstate
MACHINERY REBUILDING & REPAIRING	Corcoran	\$6,482	Hartford
PLUMBING CONTRACTORS	Gilroy	\$5,180	Liberty
SHEET METAL WORK MANUFACTURING	San Leandro	\$4,686	Hartford
ACCOUNTING SERVICES	Fresno	\$3,117	Hartford
GRAPE & RAISIN FARM	Kerman	\$2,867	Liberty
AUTOMOBILE REPAIR SHOPS	Chowchilla	\$2,577	Allstate
VENETIAN BLINDS/DRAPES/CURTAINS WHOLESALE	San Leandro	\$2,553	Liberty
MEXICAN RESTAURANT	Danville	\$2,267	Hartford
ELECTRICAL EQUIPMENT REPAIR & SERVICE	San Jose	\$1,719	Hartford
LOCKSMITHS	Antioch	\$1,551	Liberty
INSURANCE CONSULTANTS	Granite Bay	\$1,279	Allstate
VINEYARDS	Gonzales	\$1,182	Allstate

➔ Fast Facts | **BUSINESS AUTO**  
Oct-Dec 2016

➔ Register for a webinar on Feb 28  
**BUSINESS AUTO OPPORTUNITY WITH NETWORKED** -- RSVP at:  
<https://tinyurl.com/ht24sv8>

- 512 new submissions
- 241 quoted
- \$1.8M in premium written with 21 different carriers
- \$200 – \$95,000 account size range
- 149 endorsement requests
- Take 45-minutes out to attend this webinar on TUESDAY, FEB 28 at 11am PT
- Hosted by Karen Huang & Melanie Suddjian, Commercial Lines Managers
- Gain valuable insights into key markets' appetites & ways to write more auto for your agency

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Business Type	Location	WP\$	Carrier
JANITORIAL SERVICES	Ontario	\$29,992	Liberty
DRUGGISTS PHARMACEUTICAL WHOLESALE	San Diego	\$27,505	Liberty
SOCIAL SERVICES	La Mesa	\$20,175	Progressive
VEGETABLE AND MELON FARMS	Oxnard	\$17,037	AmTrust
PRODUCE BROKERS	Los Angeles	\$16,822	Progressive
ELECTRICAL WORK CONTRACTORS	Beaumont	\$16,196	Liberty
REMODELING CONTRACTORS	Upland	\$12,367	Liberty
MOBILE HOME DEALERS RETAIL	Grover Beach	\$11,301	Progressive
CABINET MAKERS	Garden Grove	\$9,344	Liberty
AUTOMOBILE REPAIR SHOPS	Wilmington	\$9,292	Liberty
WOOD PALLET & SKID MANUFACTURING	Colton,	\$8,645	Progressive
ADULT DAY CARE CENTERS	La Mesa	\$8,589	Progressive
HOUSE MOVING CONTRACTORS	Lehi	\$8,004	Liberty
PESTICIDES & AG CHEMICAL MANUFACTURING	Baldwin Park	\$7,116	Progressive
PAPER SHREDDING MACHINES WHOLESALE	Orange	\$6,164	Allstate
TOWING & TUGBOAT SERVICES	Bakersfield	\$6,118	Progressive
COMMERCIAL PRINTING	Chatsworth	\$6,103	Liberty
TERRAZZO TILE MARBLE & MOSIAC WORK	Van Nuys	\$5,495	Liberty
MEAT & MEAT PRODUCTS WHOLESALE	Los Angeles	\$5,173	Guard
MASONRY STONE SETTING & OTHER STONE WORK	Bakersfield	\$4,126	Allstate
BAKERIES RETAIL	Moorpark	\$3,773	Allstate
FOOD PREPARATIONS MANUFACTURING	Baldwin Park	\$3,207	Progressive
HEATING & VENTILATION CONTRACTORS	Oceanside	\$3,171	Liberty
BUILDING CONSTRUCTION	Irvine	\$2,787	Allstate
SWIMMING POOL & HOT TUB SERVICES	Simi Valley	\$2,277	Allstate
CONFECTIONERY WHOLESALE	Torrance	\$2,214	Liberty
WOMENS CLOTHING STORES RETAIL	Los Angeles	\$2,185	Allstate
CANDY NUT & CONFECTIONERY STORES RETAIL	Somis	\$1,998	Progressive
CONVENIENCE FOOD STORES	Hemet	\$1,828	Liberty
COMPUTER PROGRAMMING SERVICES	Irvine	\$981	Chubb

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Business Type	Location	WP\$	Carrier
INTERSTATE TRUCKING	San Antonio, TX	\$63,598	Progressive
PLUMBING CONTRACTORS	Las Vegas, NV	\$39,889	Allstate
HEATING & VENTILATION CONTRACTORS	South Houston, TX	\$33,642	Allstate
ROOFING CONTRACTORS	Bluffdale, UT	\$29,958	Allstate
CATERERS & RELATED SERVICES	Houston, TX	\$29,519	The Hartford
HEALTH CARE (HOME) SERVICES	Edinburg, TX	\$19,010	Liberty
SPORTING GOODS STORES & BICYCLE SHOPS	Enumclaw, WA	\$14,398	Liberty
PHYSICIANS & SURGEONS	Mesa, AZ	\$9,505	Allstate
AUTOMOBILE GLASS REPLACEMENT SHOPS	Henderson, NV	\$9,378	Allstate
CARPENTRY WORK CONTRACTORS	Boise, ID	\$7,927	Liberty
AUCTIONEERS & LIQUIDATORS	Las Vega, NV	\$7,137	Liberty
AUTO TRANSPORTERS & DRIVE AWAY SERVICES	San Antonio, TX	\$6,909	Progressive
AUTOMOBILE TOWING & ROAD SERVICES	Hutchinson, TX	\$6,383	Progressive
CONCESSIONAIRES	San Antonio, TX	\$6,190	Progressive
REAL ESTATE & PROPERTY MANAGEMENT FIRMS	Las Vegas, NV	\$3,706	The Hartford
NIGHTCLUBS	Las Vegas, NV	\$3,553	Progressive
JANITORIAL SERVICES	Las Vegas, NV	\$3,410	The Hartford
GRADING CONTRACTORS	Eagle Point, OR	\$3,342	Liberty
RETIREMENT COMMUNITIES & HOMES	Post Falls, ID	\$2,687	The Hartford
ELECTRICAL APPARTUS WIRING SUPPLIES	Golden, CO	\$2,296	The Hartford
ATTORNEYS & LEGAL SERVICES	Phoenix, AZ	\$2,099	Liberty
GUN SHOPS AND GUNSMITHS RETAIL	Ogden, UT	\$1,433	The Hartford
LANDSCAPE CONTRACTORS	Salt Lake City, UT	\$1,162	Liberty

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