[Top New Business Hit List for Michigan Region]

Frankenmuth Insurance is pleased to release our second quarter **[Top New Business Hits in Michigan]**, featuring a regional summary of our top 10 latest new business successes within the manufacturing industry segment and highlights from a couple of featured account wins.

Frankenmuth INSURANCE

Top New Business Hits in Michigan

Frankly speaking, when it comes to writing commercial accounts, we want you to have a leg up on your local competition. That's why we're sharing our top 10 new business manufacturing classes, plus a couple of featured hits.

Top 10 Hits: Q2 2022

TOP 10 NEW BUSINESS CLASSES WRITTEN 2nd QUARTER 2022

MANUFACTURING RISK CLASS AND AVERAGE NEW BUSINESS PREMIUM		
HIT #	RISK CLASS DESCRIPTION	AVERAGE PREMIUM
01	Die casting manufacturing	$24,000
02	Tool manufacturing	$22,500
03	Automobile, bus, and truck parts manufacturing – non-critical	$19,000
04	Concrete products manufacturing – pre-stressed	$16,500
05	Machinery or machinery parts manufacturing – NOC	$12,500
06	Metal goods manufacturing – stamping	$12,000
07	Sheet metal work	$11,000
08	Wood products manufacturing	$10,500
09	Machinery or machinery parts manufacturing – industrial	$9,500
10	Machine shops – NOC	$9,000

FEATURED HIT
Custom Sheet Metal Fabricator

ACCOUNT OVERVIEW

Policyholder custom cuts and shapes sheet metal products for construction projects.

- **$32,500 account premium** — including package, inland marine, auto, workers compensation, and umbrella
- **$6,000,000 total insured property values** — building, personal property, and business income
- **$4,900,000 annual sales**

WHY DID THEY CHOOSE FRANKENMUTH?

- The previous carrier was not able to provide umbrella coverage
- According to the policyholder's agent, "Frankenmuth's product offerings blow the competition away"

FEATURED HIT
Non-Critical Auto Parts Manufacturer

ACCOUNT OVERVIEW

Policyholder specializes in metal forming for a broad array of non-critical tools, prototypes, components, and assemblies.

- **$19,000 account premium** — including package, inland marine, auto, and umbrella
- **$2,500,000 total insured property values** — blanket personal property and business income
- **$3,000,000 annual sales**

WHY DID THEY CHOOSE FRANKENMUTH?

- Frankenmuth's broad manufacturing appetite and ability to offer multiple product lines were keys to winning this account
- Manufacturers Premier enhancements were important differentiators

Questions? Contact your field manager or underwriter today to discuss our top hits.

This resource is available to download electronically at any time from our Agency Marketing Platform, located in [iBIS Agency Services] under Resources > Marketing > Agency Marketing Platform (AMP).

We look forward to celebrating more new business hits with your agency! If you have questions or have trouble accessing this resource, please contact your field manager or underwriter.