

RECENT WINS

Your quick guide to binding with MEM

These are industries where MEM's specialized expertise and your agency's insight are already building a strong book of business – and where we see the most opportunity to grow together. And remember, we write business in 95% of work comp class codes. See the full range at mem-ins.com/agents/appetite.



HEALTHCARE & SOCIAL ASSISTANCE

Home health care, hospitals, traveling care, childcare centers, chiropractors

▶ **Recent win: Hospital with \$372K premium**

Up to \$10,000 in matching safety grant funds for equipment upgrades, backed by consultants who know healthcare settings.



SERVICE RELATED

Janitorial, libraries, museums, insurance agencies, accountants, small animal veterinarians

▶ **Recent win: Zoo with \$200K premium**

Specialized, in-house support – no hand-offs to a national call center.



RETAIL & WHOLESALE

Lumber yards, building goods wholesalers, farm machinery, millwork, pet supply, clothing stores, appliance stores

▶ **Recent win: Beverage distributor with \$100K premium**

Safety grants for material handling equipment, plus training resources built for seasonal teams.



MANUFACTURING

Machine shops, metal goods, wood products, sign manufacturing, plumbing supplies

▶ **Recent win: Window manufacturer with \$208K premium**

Safety consultants who know manufacturing hazards, plus e-mod modeling to show the impact of safety improvements.



TRANSPORTATION

Courier & delivery, towing, storage & warehousing

▶ **Recent win: Trucking company with \$850K premium**

24/7 nurse triage gets injured employees the right care fast.



CONSTRUCTION

Fixture installation, concrete work, masonry, excavation, fencing, painting

▶ **Recent win: Framing contractor with \$820K premium**

E-mod affects your client's ability to win bids. Safety and risk consultants, along with an in-house legal team, help control it.

*Want to see the full range of business that's binding? See **page 2** for more examples of accounts we've recently written.*



Ready for a quote? Log in to the portal to submit business.

With questions about a specific account, contact your MEM underwriter.

BY THE NUMBERS

Recent examples of business that's binding

Large accounts

Business type	Premium
Trucking company	\$850,000
Framing contractor	\$820,000
Plumbing contractor	\$445,000
Last mile delivery	\$376,000
Hospital	\$372,000
Water district	\$220,000
Window manufacturer	\$208,000
Zoo	\$200,000
Concrete contractor	\$200,000
Trucking company	\$165,000
Commercial bakery	\$160,000
HVAC contractor	\$146,000
Social service	\$127,000
Electrician	\$110,000
Excavation contractor	\$101,000
Auto repair	\$100,000
Beverage distributor	\$100,000
Metal wholesaler	\$99,000
Electrician	\$90,000
Florist	\$83,000

Small accounts

Business type	Premium
Building materials manufacturer	\$25,697
Masonry contractor	\$25,633
Home health care	\$25,183
Auto service	\$25,006
Janitorial service	\$24,847
Durable medical equipment supplier	\$24,676
Storage tank manufacturer	\$24,642
Landscaper	\$24,322
Nursery & garden supply	\$24,185
Farm supply dealer	\$23,731
Trucking company	\$23,706
Excavation contractor	\$23,297
Landscaper	\$21,978
Salon	\$21,532
Metal goods manufacturer	\$21,172
Machine shop	\$20,474
Furniture store	\$18,134
Bank	\$17,124
Machine shop	\$16,562
Lumberyard	\$15,791



Ready for a quote? Log in to the portal to submit business.
With questions about a specific account, contact your MEM underwriter.