



Commercial Markets Business Overview

PMA Companies mission is to deliver industry-leading service and innovative solutions to our key partners—our clients and brokers. The result? Our clients receive customized program structures to tackle their most critical risk management objectives. Our brokers benefit from our consultative approach, efficient service, and industry expertise.

INDUSTRIES SERVED



**DURABLE GOODS
MANUFACTURING**



FOOD INDUSTRY



**LONG-TERM
HEALTHCARE**



**WHOLESALE, RETAIL
& DISTRIBUTION**



**HIGHER EDUCATION
& MORE**

Commercial Markets Appetite For Mid-Size Businesses

- Annual policy premiums up to \$1M
- Multiline capabilities (WC, Auto, GL, Property)
- Product offerings: Guaranteed Cost, Incurred Loss Retros, and Deductible Programs

Specialized Services

PMA Companies provides flexible, tailored solutions to address your clients' unique business needs with integrated risk management, claims, and managed care solutions.

Risk Control

We work in a consultative fashion to identify loss drivers, evaluate ways to mitigate exposures, and construct risk management programs that enhance a culture of safety and provide practical solutions to reduce losses and improve safety.

Claims Management

With a collaborative, team approach, we focus on improved outcomes and returning employees to work. We effectively control costs and proactively manage claims – directly impacting your client's bottom line.

Managed Care

A key partner in our integrated team approach, our managed care professionals utilize a holistic approach to each case. The result—costs are controlled, treatments are appropriate, and pain is effectively managed.



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RECENT SUCCESSES

INDUSTRY	LINE OF BUSINESS	PREMIUM
DURABLE GOODS MANUFACTURING		
Wood Products Manufacturer	Workers' Compensation	\$419,000
Textile Manufacturer	Workers' Compensation	\$340,000
Auto Parts Manufacturer	Workers' Compensation	\$262,000
Industrial Components Manufacturer	Workers' Compensation	\$149,000
Electrical Components Manufacturer	Property, Auto, General Liability	\$120,000
Plastic Products Manufacturer	Property, Auto, General Liability	\$108,000
FOOD INDUSTRY		
Bakery	Workers' Compensation	\$600,000
Food Distributor	Workers' Compensation, Auto	\$430,000
Gourmet Food Distributor	Workers' Compensation	\$349,000
Food Manufacturer	Workers' Compensation, Auto, General Liability	\$265,000
Candy Manufacturer	Workers' Compensation	\$260,000
Snack Food Manufacturer	Workers' Compensation	\$225,000
LONG-TERM HEALTHCARE		
Assisted Living	Workers' Compensation	\$514,000
Continuing Care	Workers' Compensation	\$434,000
Nursing Home	Workers' Compensation	\$176,000
WHOLESALE, RETAIL & DISTRIBUTION		
Restaurant Chain	Workers' Compensation, Auto, Property	\$515,000
Women's Clothing Store	Workers' Compensation	\$470,000
Online Fulfillment Center	Workers' Compensation	\$225,000
Scientific Equipment Distributor	Workers' Compensation	\$165,000
HIGHER EDUCATION		
College	Workers' Compensation	\$534,000
Regional University	Workers' Compensation	\$144,000
GENERAL BUSINESS		
Printer	Workers' Compensation, Auto	\$464,000
High-End Hotel	Workers' Compensation, General Liability	\$360,000

For additional information, please contact your PMA Representative, call us today at **800-222-2749** or visit **PMACOMPANIES.COM**