

P.O. Box 2575 | Jacksonville, FL 32203
1-800-874-8053 | [www.carolinacas.com](http://www.carolinacas.com)

 **LARGE FLEET TRUCKING PROGRAM GUIDELINES**(50+ POWER UNITS)

These guidelines will assist you in qualifying, submitting and binding large fleet trucking business with Carolina Casualty. Our guidelines are subject to change periodically without notice.

 **Agents and brokers**

Carolina Casualty will accept new submissions from approved retail agents and brokers. Agents and brokers must be appointed and licensed with Carolina Casualty in the insured’s state prior to binding.

 **Program availability**

Programs are available in all states except Alaska, Hawaii, Massachusetts and Mississippi. Accounts written in Louisiana require a $25,000 deductible.

 **Target for-hire trucking operations: Truckload and less-than-truckload carriers**

|  |  |
| --- | --- |
| * Flat bed
* Auto haulers/boat haulers
* Dry van
* Hotshot operations
* Intermodal
* Oversized and heavy equipment haulers
* Refrigerated
* Liquid bulk tanker
 | * Dry bulk tanker
* Oil field operations
* Bulk hopper
* Private passenger and service vehicles (only as part of a fleet)
* Up to 25 percent brokerage is acceptable for most trucking operations, if Brokerage Contingent Auto Liability coverage is written
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 **Ineligible trucking operations**

|  |  |
| --- | --- |
| * Brokerage operations (more than 25 percent of trucking revenue)
* Dump operations and coal haulers
* Wrecker/tow operations
* Waste/garbage haulers (including

terminal-to-terminal haulers) | * Logging operations of any kind
* Mobile home/house movers
* Drive-away operations of any kind
* In-transit ready mix
* Hazmat risks
* Moving and storage
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**Lines of coverage offered**

|  |  |  |
| --- | --- | --- |
| * Motor Carrier Auto Liability
* Business Auto Liability
* General Liability
* Motor Truck Cargo – Legal Liability Form
* Non-Trucking Auto Liability
* Trailer Interchange
 | * Brokerage Contingent Auto Liability
* Garagekeepers Legal Liability
* Physical Damage ($1,000 minimum deductible)
* Leasing Contingent Auto Liability
 | * Owner-Operator Non-Trucking and Physical Damage
* Hired and Non-Owned
* UM/UIM/PIP/No-Fault
* Following Form Excess Liability
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*Notes*

* Up to $10M in coverage limits
* No Workers’ Compensation or Occupational Accident
* No Property (i.e., building, contents)

 **Years-in-business requirement**

Applicants must be in business at least three years under their own name and operating authority.

**Safety requirements**

* The account must have a DOT SAFER safety rating of “Satisfactory.”
* Strong internal safety program
* Good driver hiring program
* Passing score from the Carolina Casualty Risk Management team after binding

 **Driver qualification requirements**

MVR guidelines:

* Minimum age of 23
* Minimum of two years of CDL-A driving experience
* Maximum of three moving violations in the last three years, or two moving violations and one preventable accident
* No DUIs or felony driving convictions within the last 3 years

*Please ask about our Veteran Hiring Program.*

**Expected annual mileage**

* Truckload: 90,000 to 125,000 miles
* Less-than truckload: 50,000 to 70,000 miles

**Financial requirements**
Carolina Casualty evaluates the financial solvency of every truck prospect. All risks must be financially solvent and provide an income statement and balance sheet for the last two complete fiscal periods, as well as current year to date. Audited financials are not required. Financials must follow Generally Accepted Accounting Principles.

**Pre-submission opinion**

Not every trucking company is a good fit for Carolina Casualty. On 100+ power unit accounts, you can pre-qualify your prospect with a phone call or an email. The information you will need for your pre-qualification discussion is current price, current insurance company, current financials (i.e., P&L and balance sheet), loss history summary and commodity hauled. Make sure your prospect meets our appetite before you send in a completed submission.

**Submission requirements**

We will accept applications from other carriers for quoting purposes. However, we require a completed and signed Carolina Casualty Large Fleet Application upon binding. Applications are available on our website: www.carolinacas.com. Submission applications and all attachments may be emailed to: submissions@carolinacas.com, faxed to (904) 363-8098 or mailed to our mailing address: P.O. Box 2575, Jacksonville, FL 32203.

**Loss history**

Currently valued loss runs (no older than 60 days from submission date) are required: four prior years and current year to date. If higher limits are needed, reinsurance companies require five years of historical loss runs.

**Additional required submission information**

* Carolina Casualty requires the last four quarters of Interstate Fuel Tax Authority (IFTA) reports.
* If hauling exempt commodities, a Carolina Casualty Supplemental Mileage Form must be completed.
* MVRs on all drivers can be no older than 60 days. For fleets larger than 100 drivers, 25 percent sampling is acceptable. MVRs are required for company drivers and owner-operators.
* Expiring policy information
* Equipment schedule (with stated values if physical damage is desired)
* Driver schedules with dates of birth, dates of hire, license numbers and state

 **Types of risk sharing**

* Auto Liability deductibles start at $2,500 and can go as high as $750,000
* Self-insured retentions (SIRs) start at $25,000 and can go as high as $1M
* Basket Deductibles start at $15,000 (Auto Liability, General Liability, Physical Damage and Cargo).
* All Auto Liability deductibles require collateralization (i.e., combination of cash and letter of credit: two deductibles worth of expected losses in cash, the rest in letter of credit)
* Total collateral needed is 125 percent of expected losses within the deductible layer
* Collateral is required on SIRs
* Retro plans are available to further share the risk as well as provide premium savings opportunities

**Prospective customer reservation process**

Carolina Casualty will set aside a specific prospect for an appointed agency who has sent in a completed submission on a trucking company we don’t currently insure.

**Pricing**

* Premiums are developed based upon mileage, by state and account risk loss experience. This information must be provided in each submission
* Most policies are written on a reporting form policy using either gross receipts or mileage. The policies will be auditable
* Minimum premium will apply

**Quotes**

Quotes will be processed once a complete submission is received. We will make every effort to quote by your need-by date. Our average quote time is 30 days.

**Filings**

Carolina Casualty will make all filings (state and federal). The agent or broker is responsible for requesting filings.

**Premium payment options**

* Monthly reporting: revenue or mileage basis; 20 percent premium escrow deposit is required.
* Carolina Casualty installment financing: 20 percent down with nine installments or quarterly, both are interest free
* Paid in full
* Premiums may be financed through premium finance companies; however, the finance agreement must be approved by Carolina Casualty prior to binding. A down payment as stipulated on the proposal is still required prior to inception with the balance due within 12 days
* Down payments, premium escrow or cash collateral are due upon binding. No filings will be made until these funds have been received by Carolina Casualty
* A security agreement, various forms and letter of credit must be received within 30 days of binding date

 **Commissions**

We offer 10 percent commission on all lines including Non-Trucking Liability for owner-operator programs. Net quotes are provided upon request.

 **Endorsements**

All change requests, including driver and vehicle additions, deletions and changes must be made in writing via email, mail or fax. Endorsements can only be bound by a Carolina Casualty employee. Changes will not be made retroactively. All endorsements are effective at 12:01 am.

 **Risk Management and Safety Services**

* A loss prevention survey on all bound accounts will be done within 30 days after the effective date and will be performed by a Carolina Casualty Fleet Safety Specialist.
* We offer risk management services to help your insured run a safer operation including DOT compliance consulting, identifying and analyzing risk exposure, safety training, loss run trending/ analysis and more. Additionally, we offer a subsidy toward the Lytx DriveCam® Program for eligible customers.

**Claims**

* Carolina Casualty looks for prospects who share the same approach to handling and settling claims as they do. We believe in open, two-way communication on claims and claims payments.
* We aim to minimize exposure on at-fault losses through aggressive settlement action and minimize exposure on not-at-fault losses through aggressive claim and claimant handling.

**24/7/365 Claims Reporting**

Phone: 1-800-874-8053

Web: [www.carolinacas.com](http://www.carolinacas.com)
Email: claimdocs@carolinacas.com

**About Carolina Casualty**

For more than 65 years, Carolina Casualty has been a premier insurance brand in the trucking industry. We offer risk sharing, superior claims management, open communication and risk management assistance to provide you with quality protection for your business.

Carolina Casualty is a Berkley Company, an insurance holding company that is among the largest commercial lines writers in the United States.

a Berkley Company Ratings
**A+ (Superior)** by A.M. Best Company
**A+ (Strong)** by Standard & Poor's

Products and services are provided by one or more insurance company subsidiaries of W. R. Berkley Corporation. Not all products and services are available in every jurisdiction, and the precise coverage afforded by any insurer is subject to the actual terms and conditions of the policies as issued.

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