



NORMAN·SPENCER

Crane Broker Kit



About the Program/Carrier:

- » AM BEST RATING: A14
- » Crane rental with 11201 & Crane rental without 11202
 - Can add other class codes if less than 40% of the crane operations and approved by UW & Carrier.
- » Paper: NOVA - Admitted-except NY GL non-admitted
- » Can only write Crane auto in MI if they have WC but no other auto
- » Cannot write WA Inland Marine
- » Cannot write MA Auto
- » 100% Minimum Earned
- » \$250.00 Minimum Deposit
- » Defense Costs Outside the limit
- » No GL or Auto deductibles on the liability coverage
- » Can write up to \$4MM in receipts in house, all others need carrier approval
- » Can write UMB and EXCESS that can include riggers if limit is \$1MM if on the GL or on the Inland Marine.

Information Needed to Quote:

- » Our Crane Supplemental Application fully completed.
- » Acords for all Lines requesting a quote - Please provide auto acords and full equipment list with Vin #s, year, make, model and value.
- » Copies of Vehicle registration cards on new accounts and newly added vehicles.
- » At least - Three (3) Years Currently Valued Loss Runs for all lines.
- » Job Ticket (if applicable)
- » Bare Rental Contract (if applicable)
- » MVR's for all Drivers/Operators.
- » Experience form for all Drivers/Operators.
- » Targer Premiums

Information Needed to Quote:

- » In business for two or more years or three plus full years trade experience
- » Clean MVRS or no major violation /suspension within the past three years or no more than two violations/suspensions within the past three years.
- » All Drivers must have a valid CDL License (unless unit is under 26,000)
- » All Operators must be certified or become certified per the New Crane and Derrick Rules under OSHA within 3 years (11/10/2014)
- » Crane operations must be the main focus of the full operation (60%)
- » Any loss over \$10,000 must provide full details of loss.
 - Date of loss
 - Detailed Description of loss
 - Operators / Driver involved



Lines of Coverage:

- » General Liability
- » Automobile Liability
- » Commercial Property
- » Inland Marine
- » Umbrella / Excess Liability
- » Crime

Eligible Exposures:

- » Trusses
- » Signs
- » HVAC UNITS
- » Machinery
- » Steel beams

What We Can Consider:

- » Welding
- » Millwright
- » Barge operations
- » Bridge and road construction if less than 5% of total exposures
- » Small demo work if with a track hoe not a crane
- » Snow plowing

What We Exclude Or Will Not Consider:

- » Hot power line construction work
- » Large Demolition work
- » Pile Driving
- » Sales of equipment
- » Professional Liability
- » Man lifts/ Scissor lifts/ Aerial Lifts
- » Oil and gas operations (while in the field)
- » Hazardous Material handling
- » Subcontractors with receipts 25% or greater of insured's
- » Subcontractors without certificates
- » Foreign operations (includes Canada)
- » Earth movement operations (digging)
- » Bankruptcy applicants
- » Blasting
- » Underground operations like tunneling / subway
- » Sewer and pipeline risks
- » Tower Cranes over 79 feet
- » Long Haul – Hauling for hire



What Makes Our Program A Leader In This Niche:

- » Admitted Package Policy
- » Separate \$1MM limits for General Liability and Auto- NOT SHARED LIMITS
- » Separate Limit for Riggers (on-hook) and not shared in the GL per occurrence limit.
- » NO GL, AUTO or GL Riggers DEDUCTIBLES.
- » AUTOMATICALLY INCLUDED: Blanket additional insured, waiver of subrogation, primary non-contributory, Additional Insured for lessor of leased equipment, broaden Damage of property by insured coverage, full pollution coverage...
- » Crane-Corner.com
- » Competitive UMB pricing
- » Contract reviews
- » Industry updates
- » Fast turn around service

Class Codes:

- » 11201 – Crane Rental With Operator (A company that owns and or leases cranes with employees to operator and is hired to work for a General Contractor to perform a lift)
- » 11202 – Crane Rental Without Operator (A company that owns cranes and leases them out to others without an operator)
 - To write Class Code 11202, applicant must provide a copy of their bare rental contract/agreement that includes wording of the following:
 1. Named as an additional insured
 2. Held Harmless
 3. GL Policy Limits equal to or greater than 1/2/2.
- » **NOTE:** Some Incidental coverage's allowed, but must be 40% or less than either separate or combined of class codes 11201 & 11202.

General Liability Coverage Form - CG 0001:

- » Edition dates that covers over the road liability for crane(s) / Mobile Equipment: (7/98) , (10/01), and (12/04)
- » Edition dates that do not cover over the road liability for crane(s) / Mobile Equipment: (12/07)
- » **NOTE: We offer the 12/07 edition date that requires us to write a separate auto policy. However, with us filing an RPG, we were able to file rates where we can provide separate lines of coverage (GL & AUTO) with their own limits (\$1mm) competitively priced with those who place the crane auto on the old GL edition date with shared limits.**