NORMAN·SPENCER

ReadyMixpro Broker Kit

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General Information:

Ready mix concrete manufacturers use cement, aggregate, additives and water to create their product off-site and then deliver it in bulk to the construction site in large trucks with revolving hoppers. This results in a precise mixture, allowing specialty concrete mixtures to be developed and implemented on construction sites. The first ready mix factory was built in the 1930s, but the industry did not begin to expand significantly until the 1960s, and it has continued to grow since then.

Ready mix companies often belong to professional organizations which oversee all of their members. Any innovation in the ready mix concrete industry can be quickly implemented or discussed during regular meetings. Other issues, which can affect the ready mix concrete industry, are maintaining professional standards, environmental concerns and local laws concerning heavy transportation.

Eligibility:

A risk must meet the following eligibility criteria before it may be quoted in this program.

Operations:

» Seventy-five percent of more of the firm's sales and/or payroll must be derived from the delivery of ready mix concrete.

Secondary Operations:

» Risks may be involved in one or more of the following operations. These operations are acceptable provided the above 75% rule is satisfied:

- Concrete Pumping
- Sand and Gravel Hauling
- Light Concrete Construction
- Sales of Building Materials
- Grading of Land

Ineligible Operations:

» The following operations are ineligible:

- Hauling of Construction Debris
- Hauling of Hazardous Materials
- Laying of Concrete, Including Rebarring, Forms Set-up, and Underpinning
- Crane Exposures

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Eligibility Guidelines:

Submission Requirements:

» Completed ACORD Application for each line of insurance.

» Completed Supplemental Applications.

» Loss runs (valued within 90 days) for current year and four prior years. Include a detailed description of losses over $25,000.

» Driver information and/or MVR's.

» Copy of Fleet Safety Program.

Minimum Eligibility:

» Three years in operation or comparable management experience.

Minimum Premium:

» None

Eligibility:

General Liability:

» The Insuracne Service Office (ISO) general liability classification is:

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Underwriting Information:

General Liability:

» The Insuracne Service Office (ISO) general liability classification is:
- Concrete Mixed-in-Transit, Code 51956

» Following are the IOS general liability classifications for some of the secondary operations that may be encountered:

• ISO Classification	• ISO Code
Concrete Pumping (rated as Concrete Mixed-in-Transit)	Code 51956
Concrete Construction	Code 91560
Sand & Gravel Digging	Code 98710
Contractors Equipment - Rented to Others Without Operator	Code 11208
Contactors Permanent Yards	Code 91590
Grading of Land	Code 95410

Automobile:

» Ready mix trucks should be written on the automobile policy for liability and physical damage coverages.

» All vehicles should be classified according to the Standard ISO Rules.

Administrative Procedures:

Payment Plans:

» Annual
- Payment in full prior to the effective date.

» Installment Plan
- Payment Plans are available.

» Premium Financing
- All premium finance arrangements are to be made through Norman-Spencer Agency, Inc. No premium financing by broker is permissible. A signed agreement and deposit must be received prior to effective date.

Claims:

» Reporting of claims will be directed to the Norman-Spencer Agency, Inc.

Loss Control:

» Insured will be visited by the Loss Control Department of the applicable insurance company.

Marketing:

» Norman-Spencer retains the exclusive right to market this Program. Permission and approval must be received before any local broker may actively market this Program to their area. Marketing includes direct mail, print, advertising, brochures, fliers, etc.

ONLY THE INSURANCE POLICIES THEMSELVES CAN GIVE PERCISE TERMS, COVERAGE AMOUNTS, CONDITIONS AND EXCLUSIONS. IN CASE OF CONFLICT BETWEEN THIS INFORMATION AND THE TERMSOF THE POLICIES THEMSELVES, THE POLICIES WILL GOVERN SUBJECT TO LOCAL LAW AND APPROVAL. THIS INFORMATION IS DESCRIPTIVE ONLY.