

BROKER'S KIT

Pumpro™



NORMAN·SPENCER



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COMPREHENSIVE INSURANCE PROTECTION FOR THE CONCRETE PUMPING INDUSTRY

GENERAL INFORMATION

The American Concrete Pumping Association Property & Casualty Insurance Program is designed to address the commercial insurance needs of firms engaged in concrete pumping operations.

The American Concrete Pumping Association was founded in 1974 to foster and advance the concrete pumping industry, to promote safety and professionalism, and to provide a communication link to related construction industries. There are approximately 1,000 concrete pumping services in the U.S. These businesses provide for the transference and conveyance of pumpable concrete mixes under pressure, from ready-mix trucks to a placement point at a construction project, through piping systems.

The concrete pumping industry is relatively young, at about 30 years old. It has gained acceptance and is quickly becoming the preferred choice of moving concrete at jobsites. Pumping allows high-volume placements faster and with less labor than any other method.

ELIGIBILITY

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

OPERATIONS

Seventy-five percent or more of the firm's sales and/or payroll must be derived from the pumping of 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:

- Guniting or Shotcrete
- Manufacturer's representative for concrete pumper sales
- Sales of new parts and equipment
- Light concrete construction
- Equipment rental without operator
- Purchase of used equipment for resale to others
- Use of placing booms in construction of 3 stories or more (placing booms are booms which are erected/installed as part of a building and physically separated from the truck chassis).
- Repair/Service work for others
- Underground pumping operations
- Work over bodies of water, including dam construction

INELIGIBLE OPERATIONS

- Ownership, use, or operation of cranes
- Inspection or certification of equipment for others

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 MVRs.
- Copy of Insured's Job Ticket
- Copy of Table of Contents of Insured's Safety Program

Minimum Eligibility

- Three years in operation or comparable management experience.

Minimum Premium

- \$10,000

UNDERWRITING INFORMATION

Lines of Insurance

Inland Marine

Contractors' Equipment coverage will be needed for all insureds written in this program. Due to the high values of the covered equipment, a minimum deductible of \$2,500 is required. Larger deductibles are available.

Physical Damage for concrete pumping units will be provided under the Contractors' Equipment Coverage Form. The pumping unit including the truck chassis should be scheduled (including serial numbers to avoid claims handling problems) with the appropriate value of the unit and chassis.

The following endorsements are also available under inland marine coverage:

Equipment Leased or Rented to Others Endorsement

Some concrete pumping firms will lease a unit or a trailer pump to a contractor without an operator. The limit on this endorsement should be equal to the most expensive piece of equipment the pumping company has.

Leased or Rented Equipment Coverage Endorsement

Should be attached when the pumping company rents a unit from another pumping company.

Weight of Load Endorsement

Can be attached if boom collapse coverage is needed. A deductible amount will apply to this coverage. Unless special circumstances for a job dictate a change, it is suggested that the deductible be the same as for all other perils.

Waterborne Coverage Endorsement

Can be used to provide coverage for equipment on watercraft.

Equipment Loss of Income

Concrete Pumpers have a difficult time replacing equipment that is damaged during a job. This endorsement can be used to provide coverage for income lost due to the loss of use of the equipment as well as extra expenses relating to locating and leasing substitute equipment.

Lines of Insurance (cont'd)

General Liability

The Insurance Service Office (ISO) general liability classification is:

- Concrete Mixed-in-Transit, Code 51956

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

- Guniting or Shotcrete, Code 95505
- Manufacturers' Representative, Code 45993
- Machinery or Equipment Dealers - construction or industrial - mobile type, Code 15060
- Contractors Equipment - rented to others without operator, Code 11208
- Driveway, Parking Area or Sidewalk - paving or repaving, Code 92215
- Concrete Construction, Code 91560

Automobile

Concrete pump trucks should be written on the automobile policy for liability coverages due to coverage issues (ie., PIP, UM, UIM & Medical Payments).

All vehicles should be classified according to the Standard ISO Rules and the correct gross vehicle weight and radius should be indicated on the application.

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 in their area. Marketing includes direct mail, print and online advertising, brochures, flyers, etc.

Only the insurance policies themselves can give precise terms, coverage amounts, conditions and exclusions. In case of conflict between this information and the terms of the policies themselves, the policies will govern subject to local law and approval. This information is descriptive only.