

## **TARGET COMMERCIAL AUTO MARKET**

This list is furnished as a guide to those types of commercial auto risks that we expect to write. It does not restrict the availability of our market to many other types of businesses that are not listed.

### **CONTRACTORS**

Air Conditioning/Heating  
Cabinet Makers  
Carpentry  
Carpet/Floor Installation  
Drywall  
Excavation  
Electrical  
Fence Installation  
General Contractors  
Glaziers  
Janitorial/Maintenance  
Landscape Gardening  
Masonry  
Paving Driveways/Sidewalks/Parking  
Plumbing  
Sheet Metal Work  
Swimming Pools  
Welders

### **RETAIL OR WHOLESALE**

Auto Parts & Accessories  
Dry-cleaning & Laundries  
Nurseries

### **SERVICE INDUSTRY**

Carpet Cleaners  
Machine/Equipment Repair  
Parking Lot Sweepers  
Recyclers  
Security Service  
Locksmith  
Pool Cleaners

### **FARM & RANCH**

All Qualifying Vehicles

### **SALES REPS.**

Mfg. Reps., Consultants, Agents  
(and others that work out of an  
office, but spend most of their  
time on the road)

### **MANUFACTURING**

Component Parts  
Finished Products

### **SPECIAL CLASSES**

Physical Damage Only

## **UNDERWRITING ACCEPTABILITY**

Prior to quoting or binding coverage, refer to the “Unacceptable Risks” and the “Call for Prior Approval” sections of this manual. If there are still questions concerning eligibility, the Producer should call the Commercial Underwriting Department.

### **UNACCEPTABLE RISKS**

- Any former Commerce West policyholder who;
  1. has an unpaid balance due, unless the balance is submitted in addition to the correct down payment for the new policy, or
  2. has had coverage canceled and rewritten or reinstated with lapse more than twice in the past three years, or
- All Truck Tractors.
- All Semi-trailers with a load capacity of more than 2,000 pounds and equipped with a fifth wheel coupling device for use with a Truck Tractor.
- All Trucks with GVW over 45,000 pounds.
- Ambulances.
- Amusement devices mounted on commercial vehicles.
- Buses.
- Catering trucks.
- Concrete ready-mix trucks.
- Emergency or law enforcement vehicles.
- Fast food delivery (including pizza delivery).
- Garbage removal vehicles.
- House movers.
- Ice cream vendors.
- Leasing or rental firms.
- Logging vehicles, except support vehicles.
- Messenger/courier services.
- Motor homes.
- Newspaper delivery.
- Public or private livery vehicles, including limousines and taxi cabs.
- Tow trucks.
- Unlicensed drivers.
- Common carriers.
- Vehicles garaged in states other than California.
- Vehicles leased or rented to others by the insured.
- Vehicles not licensed for use on public roads.
- Vehicles requiring an I.C.C. filing or subject to the Motor Carrier Act of 1980.
- Vehicles not manufactured for sale/distribution in the United States (Gray-market vehicles).

## **CALL FOR PRIOR APPROVAL**

Commerce West may write risks with any of the characteristics listed in this section, however, due to nature of these characteristics, coverage should not be bound without prior approval by the Commercial Underwriting Department. For rules regarding submitting unbound risks for approval, please see the Unbound Risks section on page 11-CV.

- **Drivers:**

1. With more than one major violation conviction in the past three years.
2. With more than two chargeable accidents in the past three years.
3. With more than 10 driving record points in the past three years.
4. With a narcotic, drug or felony conviction regardless of citation date.
5. Over age 70.

- **Vehicles:**

1. With a value over \$75,000.
2. With a radius of operation exceeding 300 miles (except private passenger type vehicles).
3. With special equipment used in the operation of the business, which would significantly increase exposure to loss (i.e., cranes, welders, well-drilling machinery, etc.) NOTE: If written, an exclusion will be placed on the policy excluding Liability and Medical Payments coverages while the equipment is being used in the operation of the business.
4. Over 15 years old for Physical Damage coverages and over 20 years old for Liability coverages. If acceptable, an inspection form completed by a certified mechanic will be required.
5. Antique, collectible or special interest type vehicles.
6. Lay-up credit for farm vehicles.

- **Risks desiring:**

1. \$750,000 CSL or higher liability coverage.
2. Employer's Non-Ownership Liability if applicant has more than 25 employees.
3. Hired Car coverage if the estimated cost to hire is in excess of \$10,000.
4. Subrogation waivers.
5. Limits higher than \$25,000/\$50,000/\$10,000 on any driver under 25 years of age operating any high performance or sports car.

### **Call for Prior Approval – continued**

- **The following operations and vehicles will be considered if there are no operators under age 25:**

1. Building wrecking contractors.
2. Cattle and livestock hauling.
3. Contract haulers.
4. Cranes.
5. Dump trucks in excess of 20,000 pounds GVW.
6. Delivery of food products.
7. Hay haulers.
8. Lumber haulers.
9. Security services.

- **Fleets of 5 or more vehicles (excluding trailers).**

- **Risks requiring DMV (MCP 65) filings:**

If written, the following guidelines apply:

1. Coverage will be afforded by our Commercial Vehicle Policy. Commerce West does not offer a Truckers Policy.
2. We DO NOT provide cargo coverage.
3. Coverage will be written on an annual basis only.
4. A fully earned \$35 fee will be charged each time a MCP 65 is filed and upon each renewal.
5. We will only file the MCP 65 – DMV Certificate of Insurance for Motor Carriers of Property form.
6. If we file a MCP 65, Hired Car and Employer's Non-Ownership coverages (and their premium charges) will automatically be added to the policy.
7. Before we will file a MCP 65 we must insure all owned and operated commercial vehicles of the insured.
8. To delete a vehicle from a policy with an MCP 65 filing, the insured must provide proof, i.e., bill of sale, that they no longer own or operate the vehicle.