



Rated A (Excellent) by the A.M. Best Co.

Coverages: *Auto Liability, Motor Truck Cargo, Physical Damage and Truckers General Liability*

Target Account Size: **1-100 power units**

They will consider larger fleets.

Territory:

(Non-fleet - 1-10 power units)

GA, ID, IL, IN, MN, OH, PA, TN, VA, WA and WI

(Fleet - 11+ power units)

AZ, AR, CO, CT, DE, FL, GA, ID, IL, IN, IA, KS, KY, ME, MD, MI, MN, MO, MT, NE, NV, NH, NM, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX†, UT, VT, VA, WA, WV, WI and WY

Highlights of the Canal Policy

Canal Insurance Company is recognized in the industry as a stable, responsive and financially strong insurer of commercial trucking operations. Some important highlights of the Canal Policy include the following:

- Canal offers auto loan/lease gap coverage at no additional premium
- Canal offers Continuous Pay Plans
- Canal offers a combined deductible for Physical Damage and Cargo
- Canal offers Hired and Non-Owned Auto Coverage
- Canal offers increased towing limits
- Canal's recently-updated Cargo form offers broader coverage



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† Non-admitted through Canal Indemnity



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Short Rate Cancellation Eliminated

- 90% Pro-Rata (PR) will be applied for all policies that cancel for Insured's Request, except where prohibited by state law.
- Pro-Rata will be applied for policies that cancel for any other reason including Non-Pay to the General Agent, Producing Agent or Finance Company.
- Cancellation of Until Cancelled Policies will continue to use the Pro-Rata Method and may be amended if any other cancellation method is presented in COPIS.
- The revised cancellation process will affect cancellation finals with an effective date of 2/1/12 or later.

New Payment Plan Options

Annual Policies

- Canal will now offer a 10 installment option in addition to the current 9 installment option.
- Change to endorsement deposits: *At endorsement, the system will default to a zero down payment percentage*, regardless of the down payment selected at issuance. If the endorsement is charging additional premium, the GA will have the option of adding a down payment % per endorsement. If the endorsement is returning premium, there will not be an option to return a portion of the down payment.

Until Cancelled Policies

- Canal will offer a new option of full pay for an Until Cancelled policy. This option will bill the entire year's policy premium up front, and **will not require a deposit**.
- A new deposit option of "1/12th of Annual" will be available in addition to the existing "2/12th" option. The deposit selected at issuance will be used for the policy term until anniversary for any endorsements.

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COVERAGES

Auto Liability

Canal's Auto Liability policy is a leader in the industry, offering Pollution Liability Broadened Coverage CA9948 standard on all policies. Because Canal is focused on commercial transportation insurance, we are equipped to make every effort to better service the specialty trucking market. In light of this, an added benefit of choosing Canal is that we will make all requested auto liability filings for no additional fee. Canal's Auto Liability coverage is offered with a primary limit of up to \$1,000,000.

Business Classes and Operations

As a leader in the trucking insurance industry, Canal provides Auto Liability coverage for the following business classes and operations:

- Auto or Boat Hauling
- Container/Intermodal Hauling
- Drive-Aways
- Dry Van or Box (single or double trailers)
- Dumping
- Flatbed
- Log or Pulp Hauling
- Mobile Home Hauling
- Refrigerated Goods
- Fuel Tankers
- Tanker – Liquid or Compressed Gases
- Livestock
- Dry Bulk or Farm Products
- Waste or Garbage Haulers
- Other Special Type Operations

Policy Options

In addition to the coverage outlined above, Canal's Auto Liability policies can be customized to meet the specific needs of our Insureds. Examples include:

- Additional Insured endorsements
- Hired Car and Non-Owned coverage
- UIIA Blanket Additional Insured coverage
- Monthly reporting forms for fleet policies

Motor Truck Cargo

Broad Coverage

Cargo is at the center of every trucking operation. In the event that our Client's cargo does not make it safely to its intended destination, they need the assurance of a broad policy that covers what lies ahead. Canal's recently-updated Cargo policy was a direct response to the needs of the marketplace, and is one of the broadest policies offered.

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Preferred and Standard Forms

Canal's Cargo forms include a Standard version and a Preferred version.

The **Preferred Form** has been approved by logistics companies and includes the following:

- No Coinsurance Clause
- No Commodity Theft Limitation
- Coverage for Unattached Trailers
- Coverage for Water Damage/Wetness
- Coverage for Collision of Load, as well as Loading and Unloading
- Multi-sectional Mobile Home Coverage
- Coverage for Reusable Packing Containers – \$5,000 included
- Loss Mitigation – \$7,500 included
- Debris Removal – \$25,000 included with increased limits available
- Earned Freight – \$1,000 included with increased limits up to \$25,000 available



Broadening Endorsements are available for the **Standard Form** and include the following:

- Removal of the Coinsurance Clause
- Removal of Commodity Theft Limitation

Physical Damage

Canal's Physical Damage policy is designed to provide the best possible coverage for our Clients. With this in mind, the following features are standard on all policies:

- Auto Loan Lease Gap Coverage
- Combined Deductible when written in conjunction with our Motor Truck Cargo policy

Physical Damage coverage is offered for a variety of business classes and operations. Coverage is offered as either:

- Collision, specified causes of loss and combined additional coverage
- Collision and comprehensive



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Policy Customization

Canal's Physical Damage policies can be customized to meet a Client's specific needs, including:

- Variety of deductible options
- Increased towing limits (\$2,500 is included on all policies)
- Non-Owned Trailer Coverage
- Trailer Interchange Coverage

Truckers General Liability

The Truckers General Liability program at Canal is offered on the Combined Policy for those Clients with Auto Liability coverage that are in the business of 'for hire' trucking. Truckers General Liability is written on an admitted basis in most states.

**Limits**

The following limits are offered for Truckers General Liability:

- \$1,000,000 per occurrence and \$1,000,000 general aggregate
- \$1,000,000 per occurrence and \$2,000,000 general aggregate

Optional Coverage

Canal offers the following optional coverage on an as-needed basis for Truckers General Liability:

- Misdelivery of Liquid Products Coverage
- Stop Gap Coverage (offered in ND, OH, WA and WY)
- Contractual Liability Coverage
- Waiver of Subrogation
- Designated Additional Insured Endorsements
 - Vicarious liability coverage for Owners, Lessees or Contractors
 - Designated person for organization
 - Mortgagee, bank
 - Managers or lessors of premises
 - Owners, Contractors, Lessees
 - Controlling interest
- UIIA Blanket Additional Insured