
Small Fleet Trucking Program Guidelines (6-19 power units)

These guidelines will assist you in qualifying, submitting and binding Small Fleet Trucking business with RLI Transportation. These guidelines are subject to change without notice.

Agents / Brokers:

- RLI Transportation will accept new submissions for consideration, from approved retail Agents / Brokers
- Agents / Brokers must be appointed and licensed with RLI, in their respective state, prior to binding their first submission

Eligible For-Hire Trucking Operations – TL & LTL Carriers:

- Dry Van
- Refrigerated
- Auto Haulers
- Expedited Freight Delivery
- Dry Tank (non-hazardous)
- Flat Bed
- Intermodal
- Moving & Storage (excludes warehouse exposure)
- Liquid Bulk Tanker
- Bulk Hopper

Ineligible Trucking Operations:

- Brokerage Operations
- New Ventures with less than two full years in business
- Dump Truck Operations
- Wrecker Operations
- Garbage Haulers
- Hazardous Materials Haulers of Any Type
- Logging Operations of any kind
- Mobile Home/House Movers
- In-Transit Ready Mix
- Sand & Gravel
- Drive Away Operations of any kind
- Operations running more than 125,000 miles per unit

Fleet Size:

- Minimum of 6 power units
- Maximum of 19 power units

RLI Transportation writes small fleet operations domiciled in all states, except:

- Massachusetts
- Hawaii
- Alaska
- Louisiana

Lines of Coverages Offered:

- Auto Liability
- Physical Damage
- Non-Trucking Liability: Bobtail, Deadhead & Phys-Dam. (Owner Operator Program)
- General Liability (CGL)
- Cargo
- Trailer Interchange
- Hired/Non-Owned
- Following Form Excess Liability
- Occupational Accident
 - ❖ No Work Comp.
 - ❖ No Property (Building content)

Driver Qualifications and Motor Vehicle Reports:

- MVRs must be run for all drivers and be no more than 60 days old
- MVR Guidelines:
 1. Minimum age of 23
 2. Minimum of two years CDL-A driving experience
 3. Maximum of three moving violations in last three years, or two moving violations and one minor accident
 4. No DUI's or Felony Driving Convictions within last 10 years
 5. No major violations within last five years (e.g. Reckless Driving)

Application Requirements:

- RLI Small Fleet Application is preferred, but not required - other company applications may be acceptable if they contain the required underwriting exposure history, and supplementary information, subject to RLI Underwriter discretion
- RLI Transportation Applications may be printed off website: www.rlitransportation.com
- Applications may be mailed or faxed to RLI or emailed to truck_submissions@rlicorp.com
- Account must have a DOT SAFER Safety Rating of "Satisfactory"
- All new business applications must include the following underwriting information
 - ❖ Driver list with name, date of birth, and date of hire
 - ❖ MVRs for all drivers
 - ❖ Loss runs are required
 - ❖ Financials or Tax Returns are required
 - ❖ IFTA Fuel Tax Reports for the most recent four quarters
 - ❖ Historical & projected revenue and miles driven required
 - ❖ Equipment schedule, including year, make, model, VIN, GVW and stated value

Years in Business:

- Two years minimum

Loss History:

- Loss ratio must be less than 50% over the most recent four years
- Currently valued loss runs (no older than 60 days) are required: three prior years and current year to date

Mileage Requirements:

- IFTA Fuel tax reports for the most recent four quarters are required to verify mileage for account.
- If hauling exempt commodities or fuel tax reports are not available, RLI Supplemental Mileage Form must be filled out

Financial Requirements:

- RLI evaluates the financial solvency of every Truck Submission – all risks must be financially solvent
- Income statement & balance sheet required for last complete fiscal period and current year to date
- Audited financials are not required
- Financials must follow Generally Accepted Accounting Principles

Quotes:

- Quotes will be processed, once a complete submission is received
- We will make every effort to quote within two to five business day of receiving a complete submission

Pricing:

- Premiums are developed based upon mileage by state. This information must be provided in each submission
- Pricing is on a “per unit” basis
- For accounts generating \$50,000 in premium, pricing may be offered on an auditable “Gross Receipts” or “Mileage” exposure basis
- 95% Minimum Premium

Premium Payment Options:

- Paid in full
- Premium financing with outside vendor approved by RLI
- Accounts generating a minimum of \$50,000 in premium, 25% down payment and 9 installments – interest free
- Down Payments are due upon binding – no filings will be made until these funds have been received by RLI
- RLI will Direct or Agent Bill

Filings:

- RLI will make all filings (state & federal)
- Agent / Broker is responsible for requesting filings

Commissions:

- 10% commission on all lines except, 15% commission on NTAL for Owner Operator Program.
- Net quotes provided upon request

RLI Value Message:

Accounts and Agents that understand and appreciate RLI's value added services and capabilities in the areas of:

- Knowledgeable People
- Stability
- Peace of Mind
- A Great Value
- Easy To Do Business With