



Fundamental Underwriters

MIDSIZE FLEET SOLUTION APPETITE GUIDE

Fundamental Underwriters services commercial trucking accounts that may not meet criteria for preferred pricing, but which we determine possess the cultural and technological characteristics to avoid poor performance. The Fundamental individual underwriting model exists to improve performance of these accounts.

Our team has 80 years of combined experience servicing the commercial trucker. We understand what you need to provide customer satisfaction.

Fundamental is an "A" (Excellent) XIII rated carrier writing primary commercial auto liability and physical damage coverage for various sizes of public and private commercial trucking fleets. Key highlights of our Midsize Fleet Solution include:

WHAT WE WRITE

Fundamental writes primary commercial auto liability and physical damage coverage for various public and private commercial trucking fleets. Key highlights include:

- Fleet size: 25 to 49 revenue units (larger fleet sizes may fit into our Large Fleet Solution program)
- State availability (subject to change): AL, CO, GA, IL and PA
- Primary Auto Liability limits: \$1,000,000 CSL (Higher limits may be available.)
- Physical damage coverage (per unit and per location coverage available on a stated amount basis.)
- Structure: Guaranteed cost (small deductibles for physical damage)
- Coverage forms: Motor carrier coverage form, ISO based
- Radius: No restrictions

FUNDAMENTALUW.COM

Fundamental Underwriters is a division of AF Group. All policies are underwritten by a licensed insurer subsidiary. For more information, visit afgroup.com. © AF Group.

Fundamental
UNDERWRITERS

GUIDELINES

- Minimum lead time is 15 to 30 business days
- Common, contract and private trucking fleets only
- Minimum of three years in business
- Average to above average commodities (dry van, reefer, bulk and flatbed)
- Controlled business preferred, but not required
- All owned equipment must be plated in one of our active states - active states are listed above
- Driver tenure: at least half of your drivers must have been with you for over a year
- 90% of drivers must meet our minimum guidelines – any major violations will result in a declination
- Satisfactory DOT rating
- Cameras installed in 100% of units
- BOR's are not accepted
- No loss control pre-quote call required (unless a unique situation exists) - all accounts must pass this call post binding or the account may be cancelled

EXCLUDED OPERATIONS

- Roll-ups, multiple entities, new ventures, pollution, drive-away, heavy haul, last mile delivery, significant brokerage operations and logging are not permitted
- Significant exposure in challenging jurisdictions (New York City, South Florida, Los Angeles, Chicago, Midland/Odessa, Philadelphia)

SUBMISSION REQUIREMENTS

In order for us to consider writing an account, the following must be included in the original submission and sent to policy@fundamentaluw.com with a copy to your underwriter.

- Narrative to include:
 - Why the account is being submitted
 - The opportunity
 - Firm targets
- Fully completed Fundamental trucking [application](#) (not an ACORD application)
- DOT or MC number must be provided
- All historical and projected exposure data must be fully completed
 - Four years plus current year loss runs valued within 90 days of effective date
- Driver schedule - Fundamental EXCEL format
- Vehicle schedule - Fundamental EXCEL format
- MVRs
- The last 4 quarters of IFTA's
- Lease agreement, if applicable
- Form E requirements, if any
- Breakdown of company drivers, owner operators and lease purchase drivers
- Financials as a condition of binding and subject to acceptability