



Northland - NEEE/NESR

Fleet Submission Requirements - Agency

Fleets are defined as having 11 or more power units

We need the following information from agents to submit to company underwriters for quotes:

1. Application: We can quote from any specialty company's fleet application, but not ACORD applications. A completed and sign Northland application and UM form is required to bind.
2. Fleets with 11-24 power units require all information be with us at least 30 days prior to expiration date and hard copy of three years of loss runs currently valued, (within 90 days of account expiration).
Fleets with 25+ power units require five-years hard copy of loss runs currently valued, as above.
Fleets with 40 or more power units, must have all information to us 60 days prior to the expiration date, because Northland requires pre-engineering of that class of risk before a quote can be provided.
Fleets with 100 or more power units are not Northland's normal market. The company will first review these larger accounts to determine if a quote will be offered.
3. Driver list must include: name, date of birth, license number, state of issue, date of hire, & years of CDL driving experience. We need the current CDL for each driver as part of the underwriting process. If you provide MVR's, it cuts days off the underwriting process. If you do not provide MVRs we will obtain them, which will delay underwriting the account. All accidents are regarded as AT FAULT, unless you have a police report or accident report which shows differently. The final decision on any accident is up to the company underwriter. There should be one driver for each power unit. If there are fewer drivers than power units, please provide a credible explanation of why that is.
4. Vehicle list needs to show year, make, type of vehicle, radius of operation, all 16 digits of the serial number, and a current market value of the vehicle. We do not accept cost new values, because physical damage coverage is rated on a stated amount basis.
5. Fleets w/ 25 power units or more - Current financial data, including Balance Sheets and Income Statements. Tax returns and/or P&L statements are not acceptable. Include Insurance Premiums for last three years (to determine Loss Ratios).
6. Latest 4 consecutive quarters of IFTA's or Schedule B, plus total miles for two years prior to last 4 IFTA's.
7. The applicants fleet safety program needs to be documented. We need to know:
 - a. If power units have a governor? If so, at what speed are they set?
 - b. Do power units have fender mirrors?
 - c. Does the fleet have safety meetings and/or safety incentives?
 - d. Are driver logs checked electronically?
8. New York Northland Fleet business will require copies of all vehicle registrations that are on the policy prior to binding. These can be faxed. Original hard copy of application and UM selection forms should be in our hands within 10 days of the binder effective date. NY fleets must be high quality, and not more than 50 power units.

Upon receipt of this information we will prepare additional evaluation and summary forms from the information you provide and input all data as required by companies to facilitate obtaining fleet quotes in the shortest possible time.