

WEL Canal Market Summary Edition 072018

WEL States:

- Alabama
- Arizona
- Arkansas
- Colorado
- Delaware
- Georgia
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Maine
- Maryland
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

Coverages Details, Limits and Deductibles:

Auto Liability to 1,000,000 – Deductibles for larger accounts
 General Liability to 1,000,000/2,000,000
 Physical Damage ACV subject to Stated Amount - Deductibles to 10,000
 Cargo to 500,000 - combined PD and CG deductible

Account Sizes:

Canal writes from 1 unit to fleets of more than 300 units with occurrence deductibles and sophisticated Risk Management Services provided for all accounts. Within Canal underwriting divisions handle 1-10, 11-50 units.

Targeted and Prohibited Risk Characteristics:

Most risks and hauling classes considered.
 Frack, logging, waste, scrap metal classes are prohibited.
 Canal evaluates SMS data with a proprietary model.

1 to 10 Units Days to Reserve:

45

From Effective Date.

Requirements for reservation:

1. DOT Number
2. Proper App

Additional requirements for quotation:

3. Drivers with YOЕ & DOH
4. Loss Runs
5. IFTAs 4Q

App must give historic unit count

11+ Units Days to Reserve:

90

From Effective Date.

Requirements for Reservation:

1. Proper App
2. Drivers with YOЕ & DOH
3. Loss Runs
4. IFTAs 4Q
5. Equipment

Additional requirements for quotation:

6. MVR's for 50% of drivers
7. Financials 25+ units

Exposure history is a must

BOR's are accepted with guidelines:

5

Days to overturn.

No multiple quotes.

Pay Plans:

Until Cancelled
 Installments
 Annual Pay
 Revenue Reporting
 Mileage Reporting
 Unit Reporting
 Monthly Values

LOC's allowed with strict guidelines

WHY WEL for CANAL?

We have represented Canal since 1957.
 Our WELSafe report is available to you and all Canal insureds.
 We meet very regularly with our Canal partners both in Burlington and Greenville.
 We Appreciate Canal. The folks there are great!

Call us to learn more: 800 334 9123

Email your submissions to quotes@welove.com

Always, you will receive a confirmation response from us no more than 119 minutes after your submission is received. If you do not receive a notification, call 800 334 9123 to inquire.