



General Agents
Surplus Lines Brokers
Lloyd's, London Correspondents

PO Box 2007, 627 Dayton St
Edmonds, WA 98020
(888) 562-8403 | (425) 771-8988
Fax: (888) 814-8701
www.piuinc.com

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PIU NEWS

Staff

Joke of the week:

Three Insurance salesmen were sitting in a restaurant boasting about each of their agency's service. The first one said,

"When one of our insureds died suddenly on Monday, we got the news that evening and were able to process the claim for the wife and had mailed a check on Wednesday evening."

The second one said,

"When one of our insureds died without warning on Monday, we learned of it in 2 hours and were able to hand-deliver a check the same evening."

The last salesman said,

"That's nothing. Our office is on the 20th floor of a tall building. One of our insureds who was washing a window on the 85th floor, slipped and fell. We handed him his check as he passed our floor."

Competitive Business Auto Through Capitol Indemnity

PIU would like to remind you of our latest addition to the business auto marketplace. Since Capitol Indemnity rolled out its business auto product last year, we've been excited how competitive they've been with all standard carriers on price and coverage. Coverage is written on "A" rated, admitted paper. The vehicles we have been typically writing are contractors trucks and vans however below is more information:

TARGET CLASSES

- Small, commercial fleets that are of a private passenger to light truck nature.
- Local and intermediate radius (0-200 miles)
- Retail, service, & light commercial type activities.

-Symbol 1 available on case by case basis.

TYPES OF VEHICLES:

- Private passenger vehicles (cars SUV's, pickups, & vans)
- Light Trucks (delivery, service vehicles, box trucks, straight trucks)
- Heavier trucks (as an incidental part of the fleet)

PROHIBITED FOR CAPITOL'S PROGRAM (available through our other markets, however)

- Non-standard auto business
- Food delivery by restaurant
- Auto Dealers
- Livestock Hauling
- Daycare Vans
- Buses
- Public or Private Livery

CAPITOL'S PREMIER ENDORSEMENT: (Only \$50 additional/vehicle!)

- Temporary or substitute vehicle physical damage
- Coverage for vehicles newly acquired up to 90 days
- Increased loss wages up to \$500/day
- Replacement vehicle expense
- Loan/Lease gap coverage
- Towing
- Amended deductible provision (only the highest deductible applies with multiple coverages involved)
- Glass repair - waiver of deductible
- Waiver of depreciation - private passenger vehicles under 90 days old
- Rental reimbursement coverage
- Hired auto physical damage
- Fire department service surcharge coverage

[QUICK QUOTE SHEET](#)

Understanding Business Auto

By Jillian Fassburg

PIU offers a variety of products within our commercial auto department, including many classes of business auto.

A "Business Auto" risk will be defined as one, **not** in the business of transporting people or property by auto for hire." The Business Auto risk is a business operation that uses vehicles only in the business. Often the vehicles are secondary to the actual business. Some examples include contractors' vehicles, drivers' education vehicles, farmers and ice cream/food/souvenir vendors.

All classes are subject to the "not-for

hire" rule, however minimal "for-hire" exposure can be considered within the business auto program. There are three primary classifications:

- **Service Use:** Autos used for transporting the insured's personnel, tools, equipment and incidental supplies to or from a job location. This classification is confined to autos principally parked at job locations for the majority of the working day or used to transport supervisory personnel between job locations.

- **Retail Use:** Autos used to pick up property from or deliver property to individual households.

- **Commercial Use:** Autos used for transporting property other than those autos defined as service or retail.

PIU has four excellent markets for business auto - Northland Casualty, National Indemnity & Columbia, and our newest market, Capitol Indemnity. We can quote almost any class of business, and fleets from 1 to 1,000 units. Please contact [Jillian Fassburg](#) to discuss your next new or renewal business auto risk - we'd love to help you place it with our A rated markets. We've developed a one page [Quick Quote](#) sheet to make the submission process quick and easy for you.

PIU is a member of the following:

