

**NORMAN-  
SPENCER  
CONSTRUCTION**

**Pumpro Broker Kit**

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## General Information:

The American Concrete Pumping Association Property & Casualty Insurance Program is designed to address the commercial insurance needs of firms engaged in concrete pumping operations.

The American Concrete Pumping Association was founded in 1974 to foster and advance the concrete pumping industry, to promote safety and professionalism, and to provide a communication link to related construction industries. There are approximately 1,000 concrete pumping services in the U.S. These businesses provide for the transference and conveyance of pumpable concrete mixes under pressure, from ready-mix trucks to a placement point at a construction project, through piping systems.

The concrete pumping industry is relatively young, at about 38 years old. It has gained acceptance and is quickly becoming the preferred choice of moving concrete at jobsites. Pumping allows high-volume placements faster and with less labor than any other method.

## Eligibility:

A risk must meet the following eligibility criteria before it may be quoted in this program.

## Operations:

» Seventy-five percent or more of the firm's sales and/or payroll must be derived from the delivery of ready mix concrete.

## Secondary Operations:

» Risks may be involved in one or more of the following operations. These operations are acceptable provided the above 75% rule is satisfied:

- Guniting or Shotcrete
- Manufacturer's representative for concrete pumper sales
- Sales of new parts and equipment
- Light concrete construction
- Equipment rental without operator
- Purchase of used equipment for resale to others
- Use of placing booms in construction of 3 stories or more (placing booms are booms which are erected/installed as part of a building and physically separated from the truck chassis).
- Repair/Service work for others
- Underground pumping operations
- Work over bodies of water, including dam construction

## Ineligible Operations:

- » The following operations are ineligible:
- Ownership, use, or operation of cranes
  - Inspection or certification of equipment for others

## Eligibility Guidelines:

### Submission Requirements:

- » Completed ACORD Application for each line of insurance.
- » Completed Supplemental Applications.
- » Loss runs (valued within 90 days) for current year and four prior years. Include a detailed description of losses over \$25,000.
- » Driver information and/or MVR's.
- » Copy of Insured's Job Ticket.
- » Copy of Table of Contents of Insured's Safety Program.

### Minimum Eligibility:

- » Three years in operation or comparable management experience.

### Minimum Premium:

- » \$10,000

## Underwriting Information:

### Lines of Insurance

#### Inland Marine:

- » Contractors' Equipment coverage will be needed for all insureds written in this program. Due to the high values of the covered equipment, a minimum deductible of \$2,500 is required. Larger deductibles are available.
- » Physical Damage for concrete pumping units will be provided under the Contractors' Equipment Coverage Form. The pumping unit including the truck chassis should be scheduled (including serial numbers to avoid claims handling problems) with the appropriate value of the unit and chassis.
- » The following endorsements are also available under inland marine coverage:
  - *Equipment Leased or Rented to Others Endorsement*  
Some concrete pumping firms will lease a unit or a trailer pump to a contractor without an operator. The limit on this endorsement should be equal to the most expensive piece of equipment the pumping company has.
  - *Leased or Rented Equipment Coverage Endorsement*  
Should be attached when the pumping company rents a unit from another pumping company.
  - *Waterborne Coverage Endorsement*  
Can be used to provide coverage for equipment on watercraft.
  - *Equipment Loss of Income*  
Concrete Pumpers have a difficult time replacing equipment that is damaged during a job. This endorsement can be used to provide coverage for income lost due to the loss of use of the equipment as well as extra expenses relating to locating and leasing substitute equipment.

**General Liability:**

- » The Pumpro Program General Liability Classification is:
  - Concrete Pumping, Code 39019
- » Following are the IOS general liability classifications for some of the secondary operations that may be encountered:

• ISO Classification	• ISO Code
Concrete Mixed-in-Transit	Code 51956
Guniting or Shotcrete	Code 95505
Manufacturers' Representative	Code 45993
Machinery or Equipment Dealers - construction or industrial - mobile type	Code 15060
Contractors Equipment - rented to others without operator	Code 11208
Driveway, Parking Area or Sidewalk - paving or repaving	Code 92215
Concrete Construction	Code 91560

**Automobile:**

- » Concrete pump trucks should be written on the automobile policy for liability coverages due to coverage issues (ie., PIP, UM, UIM & Medical Payments)
- » All vehicles should be classified according to the Standard ISO Rules and the correct gross vehicle weight and radius should be indicated on the application.

**Administrative Procedures:**

**Payment Plans:**

- » Annual
  - Payment in full prior to the effective date.
- » Installment Plan
  - Payment Plans are available.
- » Premium Financing
  - All premium finance arrangements are to be made through Norman-Spencer Agency, Inc. No premium financing by broker is permissible. A signed agreement and deposit must be received prior to effective date.

**Claims:**

- » Reporting of claims will be directed to the Norman-Spencer Agency, Inc.

**Loss Control:**

- » Insured will be visited by the Loss Control Department of the applicable insurance company.

**Marketing:**

- » Norman-Spencer retains the exclusive right to market this Program. Permission and approval must be received before any local broker may actively market this Program to their area. Marketing includes direct mail, print, advertising, brochures, fliers, etc.

ONLY THE INSURANCE POLICIES THEMSELVES CAN GIVE PERCISE TERMS, COVERAGE AMOUNTS, CONDITIONS AND EXCLUSIONS. IN CASE OF CONFLICT BETWEEN THIS INFORMATION AND THE TERMSOF THE POLICIES THEMSELVES, THE POLICIES WILL GOVERN SUBJECT TO LOCAL LAW AND APPROVAL. THIS INFORMATION IS DESCRIPTIVE ONLY.