



AMERICAN RESOURCES INSURANCE COMPANY, INC.

ARIC is a market for commercial automobile accounts which meet our underwriting guidelines. These may be written stand alone or in connection with other lines for an account.

ARIC is generally not a market for the follows exposures:

- Risks without three years uninterrupted prior coverage.
- Risks with unverifiable loss experience.
- Risks with adverse prior loss experience.
- Risks previously insured with non-standard carriers, unless solely because of less than minimum number of years in business.
- Trucking (hauling goods of others for multiple entities)
- There may also be additional specific classes of business for which we are not a market.

While account underwriting is our general focus, we must also analyze automobile exposures in terms of stand-alone profit potential. We will not write unacceptable automobile risks to support other lines of business in an account. We want to write above average commercial automobile exposure for accounts that are well managed and committed to safety.

I) DRIVERS

- A) Licensed less than 2 years – Unacceptable
- B) Licensed 2 to 5 years – Must have a clean MVR.
- C) Others –
 - 1) May not have more than two at fault accidents in the preceding three years; and
 - 2) May have not more than three minor moving violations or combination of at fault accidents and minor violations in the preceding three years; and
 - 3) May have no major violations within the preceding five years. Major violations include: DUI, hit and run, license suspensions, failure to stop or attempt to elude a police officer, reckless driving, driving 26 mph or more over the speed limit.
 - 4) Must not have any physical or mental disability or chemical addiction which impairs his/her ability to safely operate the vehicle assigned to such driver.
- D) Total number of moving violations and at fault accidents for all drivers for an account should average 1.5 or less per driver.
- E) MVR's will be ordered on all drivers for new business and periodically for renewal business. Any exceptions to the guidelines above must be made by the Underwriting Manager. The underwriter does not have the authority to do so.
- F) Family use
 - 1) All household members must be listed as potential drivers for any employee with a vehicle which is available for personal use. All family members are subject to the above guidelines.



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II) VEHICLES

American Resources is generally a market for standard trucks, trailers and private passenger automobiles used in the insured's business.

- A) Vehicles should be in sound working order and, in states with vehicle inspection laws, should have current inspection stickers.
- B) All vehicles must have valid and verifiable vehicle identification numbers. VIN verification will be run on all vehicles for new business and all vehicles added by endorsement.
- C) Vehicles modified from their original state must be submitted with full details for review.

III) DEDUCTIBLES

Minimum deductibles available are

A) Light and medium trucks and private passenger cars:

- 1) Comprehensive - \$250
- 2) Collision - \$500

B) Heavy trucks, trailers and semi-trailers:

- 1) Comprehensive - \$1,000
- 2) Collision - \$1,000

C) Extra heavy trucks and all truck-tractors:

- 1) Comprehensive - \$1,000
- 2) Collision - \$1,000

ARIC is not a market for:

1. Vehicles used for:
 - a) Passenger transportation
 - b) Transportation of good of others (trucking)
 - c) Hauling of gasoline, explosives or other hazardous commodities (including pollutants)
 - d) Sand and/or gravel hauling
2. Antiques, black market and gray market vehicles
3. Kit cars and others vehicles not manufactured for normal distribution in the United States
4. High performance vehicles
5. Individually owned private passenger cars not used in the business. (These should be insured with a personal lines carrier).
6. Risks without three years uninterrupted prior coverage.
7. Risks with unverifiable loss experience.
8. Risks with adverse prior loss experience.
9. Risks previously insured with non-standard carriers, unless solely because of less than minimum number of years in business.

Please consult the Underwriting Guide for specific classes of business for which we are not a market.



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In states in which we have filed for a preferred pricing tier, the following additional requirements apply to qualify:

DRIVERS

All drivers must be licensed a minimum 3 years

Licensed 3 to 7 years – Must have a clean MVR.

Total number of moving violations and at fault accidents for all drivers for an account should average 1.0 or less per driver

VEHICLES

Maximum vehicle age is 10 years

For fleet accounts, minimum 80% of power units must be light or medium weight

OTHER

Minimum three years uninterrupted coverage with standard carrier

For accounts with five or more power units, minimum three years hard copy loss runs

The preferred tier is generally 15% less than that of our standard. It should be reserved for those insureds which, in the underwriter's judgment, there is a likelihood of profit at the lower rate level.