

Commercial Explosives Program

Underwriting Profile & Submission Procedures



PREFERRED RISK PROFILE

Our Commercial Explosives Program, written through Lancer's Nobel Insurance Services division, is designed for manufacturers, distributors, and drilling & blasting contractors whose primary business focus is within the commercial explosives marketplace used in the mining, quarrying and construction industries.

Our target market consists of experienced, competent drillers, blasters, distributors, and manufacturers of explosives and explosive devices with a demonstrated focus on safety and compliance with all applicable federal, state, and local laws and regulations.

- **Manufacturers** make various classes of explosives for the industrial marketplace. Many manufacturers are a combination of manufacturing, distribution and blasting contractors.
- **Distributors** often have a mix plant, where ammonia nitrate (AN) is blended with additives, a magazine site, and drilling/blasting operations.
- **Blasting contractors** focus on the blasting operations – generally construction or quarry blasting. True blasting contractors may have a magazine; if not, they will have others deliver to the jobsite. Blasters can both drill and blast and are always responsible for the blast plan at a jobsite.
- **Drilling contractors**—Excluding oil and gas well drilling.
- **Boiler Slag Removal**

TERRITORY

The coverage territory is all 50 states.

ELIGIBILITY

All new business will be surveyed and existing clients will be visited regularly to ensure they have formal safety programs in place addressing:

- Driver selection and training
- Blaster selection and training
- Maintenance programs for all equipment/vehicles
- Compliance of government regulations
- Continued education programs for employees

COVERAGE HIGHLIGHTS

- **Commercial Auto Liability**
 - Includes Bodily Injury and Property Damage
 - Limits are available up to \$1,000,000 CSL
 - Uninsured/Underinsured Motorists \$1,000,000
 - Personal Injury Protection and Medical Payments offered according to state law
- **Physical Damage**
 - Collision and Comprehensive
 - Deductibles options range from \$1,000 up to \$25,000
- **General Liability**
 - Includes Bodily injury and Property Damage, Contractual Liability and Personal injury
 - Limits are available up to \$1,000,000 per occurrence, \$2,000,000 aggregate

• **Excess Liability**

- Available on a following form basis for limits up to \$10 million per occurrence excess over a \$1 million primary for a total up to \$11 million

CLASSES OF BUSINESS NOT WRITTEN

- Pyrotechnic display contractors
- Manufacturers of Explosives used in the consumer sporting goods marketplace
- Manufacturers of Explosives used in special effects, or pyrotechnic (fireworks) displays
- Commercial Building Implosion Demolition
- Demolition of man-made structures
- Underground coal blasting or tunneling contractors
- Blasting crews of construction companies
- New ventures with less than three years of experience, unless account has previous verifiable explosive company management
- Manufacturers of component products, such as those used in automobile air bags
- Munition Haulers
- Explosive Haulers (for others)
- Gasoline Haulers

Any deviation from the above must be signed off by the Commercial Explosives Product Manager.

PAYMENT OPTIONS

We will accept premium finance agreements in payment of policy premiums. And, for added convenience, Lancer's Electronic Payment Program (EPP) allows you to pay online by electronic check.

SUBMISSION REQUIREMENTS

- Completed and signed Nobel Commercial Explosives Application and appropriate supplemental applications
- ACORD application for Auto Liability, as applicable
- Currently-valued five-year company loss runs valued within 120 days of the policy effective date to include:
 - Date of loss
 - Number of claimants
 - Amounts paid, reserved and expenses
 - Details of any loss in excess of \$25,000
- Blaster Profiles
- Automobile schedule including departmental usage, VIN (vehicle identification number), territory, deductible requested, and OCN (original cost new)
- List of drivers with driver information

Standard Lead Time

The standard lead time is from the date all underwriting data is received and available to begin the underwriting process.

- New Business - 45 working days
- Renewals - 20 working days

Submissions may be submitted via:

- Email: nobelapps@lancerinsurance.com
- Fax: 972-644-0424

For Underwriting questions regarding our Commercial Explosives program, please contact:

800-766-6235 or nobelapps@lancerinsurance.com

