

**VIRGINIA  
TRUCK APPLICATION  
1-10 Power Units**

Entire Application Must Be Completed and Signed

Submission Number:	Proposed Effective Dates: FROM:	TO:
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**GENERAL INFORMATION**

Individual   
  Corporation   
  Partnership   
  LLC   
  Other:

Name \_\_\_\_\_

Mailing Address \_\_\_\_\_

City	State	ZIP Code	Business Phone
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E-Mail Address \_\_\_\_\_

Garaging Address (if different) \_\_\_\_\_

City	State	ZIP Code
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Tax ID: Federal ID # or SS #	U.S. DOT #	Yrs. Applicant has been Operating Under Business Name
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Safety Contact Person Name	Contact's Phone
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Safety E-Mail Address \_\_\_\_\_

**OWNER/PRINCIPAL**

Owner Name (First, Middle, Last) \_\_\_\_\_

SS # of Owner	Home Address	Apt. #
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City	State	ZIP Code	Business Phone
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**DESCRIPTION OF OPERATIONS**

Type of Operation  
 For Hire   
  Private   
  Non-Trucking   
  Other:

**Commodity (Check any that apply)**

Hazardous Materials requiring \$1,000,000 Liability limits or less   
  Refuse/Waste/Garbage  
 Hazardous Materials requiring Liability limits higher than \$1,000,000.

Explain: \_\_\_\_\_

Commodity	% of Loads	Max. Value	Commodity	% of Loads	Max. Value

**Range of Transport**

Interstate   
  Intrastate

**Operations Less than 300 Mile Radius - List City Destinations Below**

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**Operations Beyond 300 Mile Radius - Identify Metropolitan Areas Traveled Through or Into**

<input type="checkbox"/> Atlanta	<input type="checkbox"/> Cleveland	<input type="checkbox"/> Jacksonville	<input type="checkbox"/> Milwaukee	<input type="checkbox"/> Orlando	<input type="checkbox"/> Salt Lake City
<input type="checkbox"/> Balt.-Washington	<input type="checkbox"/> Dallas/Ft. Worth	<input type="checkbox"/> Kansas City	<input type="checkbox"/> Mpls./St. Paul	<input type="checkbox"/> Philadelphia	<input type="checkbox"/> San Diego
<input type="checkbox"/> Boston	<input type="checkbox"/> Denver	<input type="checkbox"/> Little Rock	<input type="checkbox"/> Nashville	<input type="checkbox"/> Phoenix	<input type="checkbox"/> San Francisco
<input type="checkbox"/> Buffalo	<input type="checkbox"/> Detroit	<input type="checkbox"/> Los Angeles	<input type="checkbox"/> New Orleans	<input type="checkbox"/> Pittsburgh	<input type="checkbox"/> Seattle
<input type="checkbox"/> Charlotte	<input type="checkbox"/> Hartford	<input type="checkbox"/> Louisville	<input type="checkbox"/> New York City	<input type="checkbox"/> Portland	<input type="checkbox"/> Tampa
<input type="checkbox"/> Chicago	<input type="checkbox"/> Houston	<input type="checkbox"/> Memphis	<input type="checkbox"/> Oklahoma City	<input type="checkbox"/> Richmond	<input type="checkbox"/> Tulsa
<input type="checkbox"/> Cincinnati	<input type="checkbox"/> Indianapolis	<input type="checkbox"/> Miami	<input type="checkbox"/> Omaha	<input type="checkbox"/> St. Louis	<input type="checkbox"/> _____

Cities other than above or regular routes: \_\_\_\_\_

Percent of Loads:    0 - 200 \_\_\_\_\_    201 - 300 \_\_\_\_\_    301+ \_\_\_\_\_

Longest Trip One Way: \_\_\_\_\_ Miles

Yes No

- 1. Are filings required? If yes, complete **Filing Information** form. MC # \_\_\_\_\_
- 2. Do you act as a freight-broker or freight-forwarder or arrange loads for others?  
If yes, provide Brokerage Name: \_\_\_\_\_  
MC # \_\_\_\_\_ Annual Brokerage Revenue \_\_\_\_\_
- 3. Is all equipment operated under the applicant's authority scheduled on the application?  
a. If no, attach explanation.  
b. Indicate % of loads brokered by you to others: \_\_\_\_\_
- 4. Is all owned equipment scheduled on this application? If no, attach explanation.
- 5. Do you lease your vehicles to others?  
If yes, who must provide primary liability coverage?  You  Lessee
- 6. Do other motor carriers or owner-operators haul for you?

**If yes, complete questions below, complete Hired Autos Application Supplement and attach copy of lease agreement. If no, skip to question #7.**

A. Name on the Bill of Lading: <input type="checkbox"/> Yours <input type="checkbox"/> Others	<input type="checkbox"/> Permanent Basis	<input type="checkbox"/> Temporary/Trip Basis
B. On what basis are they leased?		
C. Provide annual cost of hire or # of trips		
D. Are vehicles leased with driver?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
E. Are leased vehicles included in this application for insurance?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
(1) If yes, do you require leased vehicle owners to purchase non-trucking liability coverage?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
(2) If no:		
a. Is there a written lease agreement stating the lessor will provide primary auto liability coverage while leased to you?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
b. Limit of Liability required	\$ _____	\$ _____
c. Do you secure evidence the lessor has primary auto liability coverage?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
d. Does the lease state that the lessor agrees to provide you with 30 days advance notice if their insurance coverage is being cancelled or reduced?	<input type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No

- 7. Do you pull doubles?  Yes  No Triples?  Yes  No
- 8. Do you haul intermodal containers?
- 9. Is any portion of your operation seasonal? If yes, explain. \_\_\_\_\_
- 10. Do you use any team, hot seat, slip seating or relay driver operations?
- 11. Do you allow passengers other than company employees? If yes, attach copy of passenger program or explain program (frequency, requirements), etc.
- 12. Do you operate more than one terminal? If yes, provide the following:

Location(s)	# Units	Address, City, State

Yes No

- 13. Do you sign contracts with shippers that give the shipper the right to determine cargo salvage values or declare cargos a total loss regardless of actual damage in the event of a loss? If yes, attach a copy of the contract.
- 14. Do you operate mobile equipment subject to compulsory or financial responsibility law or other motor vehicle insurance law in the state where it is licensed or principally garaged? If yes, and need Liability Coverage, complete Mobile Equipment Supplement.
- 15. Do you require use of escort vehicles?  
If yes, and escort vehicles are **not included** in this application for insurance, provide the name of the insurance carrier, policy number and auto liability limits.  
If yes and the escort vehicles are **included** in this application, drivers of escort vehicles should be listed in the Driver information section.
- 16. Do you haul over size, over weight loads? If yes, attach explanation.

Use N-3077 if additional space is needed for Driver Information, Insurance History, Schedule of Autos or Additional Interests.

**DRIVER INFORMATION**

Must be Completed for All Drivers

Driver Name (Last, First, Middle)	Date of Birth	License Number	State	# Yrs. Driving Similar Equip.	Date of Hire	Past 3 Years		
						# Violations/ Minor	# Convictions/ Major	# Accidents

**DRIVER LOSS HISTORY - Past 3 Years**

Driver Name (Last, First, Middle)	Date of Accident	Amount of Accident	Description

**DRIVER EMPLOYMENT HISTORY**

If you have not had insurance for the past two years in your name, provide three years employment history for each driver. (Use form TF-079 for additional drivers.) Do not indicate "self-employed" unless you have had insurance in your name.

Driver Name (Last, First, Middle)	Prior Employment and Full Address	Dates of Employment	Type of Unit

**DRIVER HIRING, TRAINING AND SAFETY**

- Which of the following is part of your driver screening/hiring process:
  - Employment background check
  - Criminal background check
  - Motor vehicle record (MVR) review
  - Pre-employment drug test
  - Road test
  - Pre-employment Screening Program (PSP) Report from FMCSA
- Which of the following is part of your driver performance management process:
  - Annual review of driver's driving record (MVR)
  - Periodic review of driver and vehicle out-of service violations (SafeStat/CSA Reports)
  - Periodic review of accidents/incidents
  - Review of electronic engine data
  - Incentives for violation-free and accident-free driving
  - Formal corrective action procedures
  - Driver safety training
- Do you adhere to a written vehicle inspection and maintenance program?  Yes  No  
 If yes, describe or attach program: \_\_\_\_\_

**REVENUE AND MILEAGE**

	Units	Revenue Per Unit	Mileage Per Unit	Total Revenue	Total Mileage
Past 12 Months					
Next 12 Months					

**INSURANCE HISTORY AND LOSS EXPERIENCE**

- Has an insurance company cancelled or non renewed your policy in the last 3 years?  
 Yes  No If yes, explain: \_\_\_\_\_
- Prior years insurance under business name: Primary Auto Liability: \_\_\_\_\_ Non-Trucking Auto Liability: \_\_\_\_\_  
 Physical Damage: \_\_\_\_\_ Cargo: \_\_\_\_\_
- Indicate other company name(s) you have operated under in the last 3 years:  
 Company Names: \_\_\_\_\_  
 Insurance Provider(s): \_\_\_\_\_
- Provide 3 years Prior Carrier Information. Hard copy loss runs must be provided for risks with 5 or more power units.

\*Type: P=Phys. Dmg. C=Cargo L=Prim. Liab. N=Non-Trk. Liab.

Prior Carrier Effective Dates From - To	Prior Carrier Name	Policy Number	Coverage Type*	# Units Insured	# Losses	Loss Amount	Driver Involved in Loss

**SCHEDULE OF AUTOS**

All units you own or are leased to you must be scheduled and insured if filings are to be made. If you have more than 10 power units, form N-2379 VA, Virginia Fleet Application, must be completed.

To ensure Electronics (as defined by the policy), along with tarps, chains or binders are covered, include the value in each auto's stated value.

**FINANCED VALUE COVERAGE** - The Stated Limit of each auto must be equal to or greater than the outstanding financial obligation for that auto in order for the Financed Value Coverage to apply.

No.	Unit ID	Year	Make	Vehicle Type*	VIN Number	Stated Limit
GVW/GCW			Radius	Owner's Name		
No.	Unit ID	Year	Make	Vehicle Type*	VIN Number	Stated Limit
GVW/GCW			Radius	Owner's Name		
No.	Unit ID	Year	Make	Vehicle Type*	VIN Number	Stated Limit
GVW/GCW			Radius	Owner's Name		
No.	Unit ID	Year	Make	Vehicle Type*	VIN Number	Stated Limit
GVW/GCW			Radius	Owner's Name		

**\*Vehicle Type Legend**

CCT - Car Carrier Trailer	FLT - Flat Bed	PUP - Pup Trailer	TAP - Tanker Pneumatic/Dry Bulk
CON - Container (Intermodal)	HOP - Hopper/Grain	SEM - Semi Trailer	TAO - Tanker-Other
CUS - Curtain Side	LWF - Live/Walking/Floor	TAN - Tandem	NOC - Trailers Not Otherwise Classified
DOL - Dolly, Con Gear	LIV - Livestock	TAT - Tank Trailer	TRC - Tractors
DRP - Drop Deck, Gooseneck	LOG - Log	TAA - Tanker Asphalt/Hot Oil	TRK - Trucks
DPS - Dump Side	LOW - Lowboy	TAC - Tanker Chemical/Acid	VAD - Van Trailer (Dry)
DPB - Dump Trailer (Bottom)	MEQ - Mobile Equipment	TAG - Tanker Gasoline/Fuel	REF - Van Trailer (Temp Control)
DPE - Dump Trailer (End)	PUL - Pull Trailer	TAL - Tanker LPG	

**ADDITIONAL INTERESTS**

**AI Type\*** AI - Additional Insured LP - Loss Payee LE - Employee as Lessor AL - Lessor-Additional Insured and Loss Payee

Unit #	AI Type*	Name	Address	City	State	ZIP Code

**COVERAGES**

AUTO LIABILITY Limits: \_\_\_\_\_ CSL

LIABILITY FOR NON-TRUCKING USE Limits: \_\_\_\_\_ CSL

Leased to: \_\_\_\_\_

EMPLOYERS NONOWNERSHIP LIABILITY Number of Employees \_\_\_\_\_

HIRED AUTO LIABILITY Cost of Hire \_\_\_\_\_

REPORTING BASIS:  Revenue  Mileage  Units

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TRAILER INTERCHANGE *Provide a Copy of Agreement*

# of Power Units Under Agreement: \_\_\_\_\_ Maximum Trailer Value: \_\_\_\_\_

# Trailer Days per Power Unit: \_\_\_\_\_

**PHYSICAL DAMAGE DEDUCTIBLES**

Comprehensive \_\_\_\_\_ OR  Specified Causes of Loss \_\_\_\_\_

Collision \_\_\_\_\_

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HIRED AUTO PHYSICAL DAMAGE *Complete and Attach Supplement*

CARGO Limit \_\_\_\_\_ Deductible \_\_\_\_\_

OPTIONAL CARGO COVERAGES: (Check all that apply)

Temperature Control  Electronics  Hired Auto Cargo

Aluminum, Copper  Hard Liquor Cost of Hire: \_\_\_\_\_

Additional Earned Freight Increase Limit to \$5,000  Pharmaceuticals

<b>COMBINED DEDUCTIBLE</b> Coverage included unless declined. <input type="checkbox"/> Decline Combined Deductible	<b>RENTAL REIMBURSEMENT</b> <input type="checkbox"/> Selected Units OR <input type="checkbox"/> All Units Amount Per Day: _____	Days of Coverage: <input type="checkbox"/> 30 <input type="checkbox"/> 120	<input type="checkbox"/> <b>DELUXE COVERAGE ENDORSEMENT</b>
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**AUTO LOAN/LEASE GAP COVERAGE**

Selected Units  All Units

**UNINSURED / UNDERINSURED MOTORIST AND MEDICAL EXPENSE AND LOSS OF INCOME BENEFITS**

UNINSURED MOTORIST (INCLUDES UNDERINSURED) \_\_\_\_\_

MEDICAL EXPENSE BENEFITS \_\_\_\_\_

LOSS OF INCOME BENEFITS Limits: \$100 per week

Coverage and limit choices in this section are for quoting purposes only. A separate Northland Insurance Company Supplemental Uninsured Motorists / Underinsured Motorists, Medical Expense and Loss of Income Benefits Application(s) must be completed and signed by the applicant when binding coverage.

For information about how Northland compensates its agents, brokers and program managers, please visit this website:

**[http://www.northlandins.com/Producer\\_Compensation\\_Disclosure.asp](http://www.northlandins.com/Producer_Compensation_Disclosure.asp)**

If you prefer, you can call the following toll-free number: 1-866-904-8348. Or you can write to us at Northland Insurance Companies, c/o Law Department, 385 Washington St., St. Paul, MN 55102.

This application, including any material submitted in conjunction with the application or any renewal, does not amend the provisions or coverages of any insurance policy or bond issued by Northland. It is not a representation that coverage does or does not exist for any particular claim or loss under any such policy or bond. Coverage depends on the facts and circumstances involved in the claim or loss, all applicable policy or bond provisions, and any applicable law. Availability of coverage referenced in this document can depend on underwriting qualifications and state regulations.

**SIGNATURES**

I authorize Northland Insurance Companies to obtain a copy of any Motor Vehicle Report for rating/underwriting the insurance for which I have applied. I also understand that a routine inquiry may be made providing information concerning my character, general reputation, personal characteristics and mode of living. Upon written request, information as to the nature and scope of the report will be provided to me.

**Disclosure:** In connection with this application for commercial automobile insurance, we may review a credit report or obtain or use a credit-based insurance score based on the information contained in that credit report. We may use a third party in connection with the development of the insurance score. The credit report/credit-based insurance score will not be used for any purpose other than the underwriting of the commercial automobile insurance policy for which you have applied.

I authorize Northland Insurance Companies to obtain a credit report, including but not limited to a credit-based insurance score based on personal information provided. This authorization is valid for future reports obtained for renewal policies with Northland Insurance Companies.

I hereby certify that the foregoing statements and answers are a just, full and true exposition of all the facts and circumstances with regard to the risk to be insured, insofar as same are known to me, and the same are hereby made as the basis and condition of the insurance. **It is a crime to knowingly provide false, incomplete or misleading information to an insurance company for the purpose of defrauding the company. Penalties may include imprisonment, fines and denial of insurance benefits.** By signing below, I affirm full knowledge of and adherence to current D.O.T. Safety Regulations, and hereby apply for insurance with respect to the coverages stated herein.

\_\_\_\_\_  
APPLICANT'S SIGNATURE

\_\_\_\_\_  
DATE

\_\_\_\_\_  
APPLICANT'S TITLE

\_\_\_\_\_  
APPLICANT'S PRINTED NAME

\_\_\_\_\_  
PRODUCER'S SIGNATURE

\_\_\_\_\_  
PHONE #

\_\_\_\_\_  
FAX #