

MAIN SALES INSURANCE SOLUTIONS, INC. MOTOR TRUCK CARGO SUPPLEMENTAL

Name: _____

Operations are: Common Carrier Trucking under B/L Less than Truckload Transportation Broker
 Contract Carrier Trucking Truckload Freight Forwarder
 Exempt or Private Carrier Trucking Container Hauler Other: _____

Filings: If required, provide U.S. D.O.T. Surface Transportation Board Docket # _____

State(s): _____

LIMITS OF INSURANCE

\$ _____ on any one vehicle in transit OR Schedule of vehicles and their limits is attached.
 \$ _____ any one loss, whether loaded or unloaded

If a different limit is required for a customer (name) _____ Limit: \$ _____

Deductible: \$ _____

TERMINALS

Limit of Insurance	Address	Construction	Fire & Theft Protection
\$ _____	_____	_____	_____
\$ _____	_____	_____	_____
\$ _____	_____	_____	_____

OPTIONAL COVERAGE (Check Coverage Desired)

Spoilage/Freezing coverage (Deductible: \$ _____) Livestock Downgrading Coverage
 Right & Duty to Defend (defense coverage) Pollutant Clean Up (\$10,000)
 Filings Only (self insured for cargo liability) Specified Causes of Loss
 Transportation Brokers Liability & Contingent Cargo Freight Forwarders Liability & Contingent Cargo
 Trailer Interchange - Limits \$ _____ any one trailer/container chassis; \$ _____ any one loss
 Owners Goods Coverage: Annual Values shipped \$ _____ commodities _____

Reporting form desired: Monthly Annual

OPERATIONS INFORMATION

Annual Gross Receipts: (Only Freight Forwarders & Transportation Brokers exclude amounts passed on to carriers)
 (past 3 years) Year: _____ Amount: \$ _____ including uncollected
 _____ \$ _____ " "
 _____ \$ _____ " "
 Next 12 months estimated: \$ _____ " "

Major Customers	% of receipts	Average Load Value	Maximum Value	Commodities Hauled
_____	_____ %	_____	_____	_____
_____	_____ %	_____	_____	_____
_____	_____ %	_____	_____	_____
_____	_____ %	_____	_____	_____
_____	_____ %	_____	_____	_____

Temperature Control required on _____ % of hauls; commodities _____

Rigging required on _____ % of hauls; commodities _____

Radius of Operations _____ % under 50 miles _____ % 50 to 300 miles _____ % 300 to 500 miles
 _____ % 501 to 1,500 miles _____ % over 1,500 miles

Principal Cities Served _____

Released Value (Tariff or Contract) applies to _____ % of hauls; commodities _____
 Value is reduced to \$ _____ per pound; \$ _____ per item; \$ _____ per load.

Increased (above standard) Valuation applies to _____ % of hauls; valuation basis? _____
 Commodities _____

Salvage Rights are retained by the customer on _____ % of hauls; commodities _____

Overage/Shortage/Damage Claims pending: Now # _____ \$ _____ ; 12 months ago # _____ \$ _____

OPERATIONS INFORMATION, continued...

Theft Exposure Are vehicles ever left loaded and unattended? Yes* No
 If Yes, where and when? _____

What security is provided for loaded vehicles? (Check all that apply)
 At Locations fenced lot security guards in a locked building building theft alarm
 kingpin locks vehicle theft alarm person in the vehicle
 In transit Lojack or other GPS devise armed guard in the vehicle vehicle theft alarm
 other describe _____

Number of Drivers on each truck _____

Drivers Attach a list of all drivers, including license number, state of issue, date of birth, years of experience
 Drivers are employed _____ % full time _____ % part time
 Drivers receive physicals annually bi-annually other _____
 What percent of drivers have an annual random test for drugs? _____ % for alcohol _____ %
 Is MVR verification obtained on all drivers at least annually? Yes No
 Are drivers bonded? Yes No
 Does applicant use owner operators? Yes No
 If Yes, # _____ now; Contract period: # _____ per trip; # _____ per month; # _____ annual
 Average length of drivers service is _____ Years; Annual driver turnover is _____ %
 Drivers are screened by: (Check all that apply)
 Drug and alcohol test Driving road test
 Minimum Experience _____ years Minimum age, _____ years
 Number of moving violations (maximum number in past 3 years _____)
 Other: _____
 Does applicant have a formal safety program? Yes No
 If Yes, describe _____

Vehicles Attach a schedule of vehicles (all power units and owned/leased trailers), include manufacturer, model year, vehicle type, serial (VIN) number, radius of operations and any theft protection devices installed.
 Complete the following Summary Description:
 Number of Power Units: _____ Tractors _____ Straight Trucks
 Trailers: _____ Box/Van _____ Refrigerated
 _____ Tank _____ Flat Bed (incl low boy/drop deck)
 Average age of (in years): _____ Tractors _____ Straight Trucks
 _____ Box/Van Trailers _____ Refrigerated Trailers
 _____ Tank Trailers _____ Flat Bed (incl low boy/drop deck)

Describe the vehicle maintenance program (incl. who performs it, how often, and what records are kept):

Commodities Carried **On page 3 show the percentage each commodity represents of all commodities hauled.**
 List here commodities for which you are liable for reusable bins, cages, cradles, pods, racks, etc. as part of the load.

Trip Leases _____ % of total **To** other carriers _____ % of total **From** other carriers
Brokered loads _____ % of total **To** other carriers _____ % of total **From** other carriers
 Transportation Brokers & Freight Forwarders Is evidence of cargo liability insurance required and maintained on all truck carriers to whom you assign loads? Yes No; If yes, what is minimum required limit? \$ _____
 Are carriers' cargo insurance limits checked for adequacy prior to assigning each load? Yes No;
 Current number of truck carriers you use/assign loads to is # _____

COMMODITIES INFORMATION

Commodity % of Total	Commodity	Commodity	Commodity
Air Conditioning equipment	%	Electrical Equipment	%
Air Freight	%	Electrical Supplies	%
Aircraft Engines	%	Farm machinery	%
Aircraft Parts (not engines)	%	Feed	%
Appliances (Major)	%	Fertilizer (Bagged)	%
Appliances (Small)	%	(In Bulk)	%
Auto accessories/parts (not tires)	%	Fiber Optic cable	%
Automobiles	%	Fine Arts *	%
Asphalt	%	Firearms	%
Baked Goods	%	Flour	%
Batteries	%	Flowers (cut)	%
Beverages - Beer	%	Food (Frozen/not seafood)	%
- Liquor	%	Furniture (new)	%
- Soft Drinks	%	Garden Ties	%
- Wine	%	Golf Carts	%
Blood/tissue/organs	%	General Dry Freight (mixed loads)	%
Boats	%	Grain	%
Bottles - Glass	%	Gravel & Rock	%
Bottles - Plastic	%	Groceries	%
Building Materials	%	Hay	%
Bullion *	%	Hardware	%
Butter	%	Household Goods	%
Candy	%	& Office Furniture	%
Canned Goods	%	Ice Cream	%
Carpet (not oriental)	%	Iron (raw or coils)	%
Oriental Rugs	%	Jewelry & Jewels *	%
Caskets	%	Livestock (up to 300 Miles)	%
Cement	%	Livestock (300+ Miles)	%
Cheese	%	Logs	%
Chemicals	%	Lumber	%
China/glassware/pottery	%	Machinery (heavy or precision)	%
Cigarettes/Cigars & tobacco products	%	Machinery (light & non-precision)	%
Clothing & shoes (not listed below)	%	Medical Equipment/MRI Units	%
- Athletic	%	Meat (boxed)	%
- Blue Jeans	%	Meat (swinging)	%
- Furs *	%	Memorabilia/Collectibles	%
- Designer	%	Metals (non-ferrous)	%
- Tee Shirts	%	Metal Products (Finished)	%
Coal	%	Milk	%
Construction Equipment	%	Mobile Homes	%
Containerized Freight (up to 300 miles)	%	Motorcycles	%
Containerized Freight (300+ miles)	%	Money *	%
Cosmetics	%	Mulch	%
Cotton	%	Musical instruments	%
Department Store Mdse.	%	(other than pianos)	%
(mixed load-eg. WalMart)	%	Office Products	%
Eggs	%	Ore	%
Other (Specify)	%	Other	%
		Oversized or Overweight	%
		Paper & Paper Products	%
		Perfume	%
		Petroleum Products	%
		Pharmaceuticals - (over the counter)	%
		Pharmaceuticals - (prescriptions)	%
		Photographic/Sound/Video (equipment)	%
		(CDs, DVDs, Film Tapes)	%
		Pianos	%
		Pine Needles	%
		Plants, Shrubs & Trees	%
		(not temp controlled)	%
		(temp controlled)	%
		Plastic Products	%
		Plumbing Supplies	%
		Poultry (not live)	%
		Precious metals & Alloys *	%
		Printed Materials	%
		Produce (vegetables etc..)	%
		Railroad Ties	%
		Recreational Vehicles	%
		Red Label Placard shipments (other	%
		than petroleum, fertilizer & asphalt)	%
		Rigging (property requiring)	%
		Rubber products (not tires)	%
		Salt (in bulk)	%
		Sand (in bulk)	%
		Seafood (fresh)	%
		Seafood (frozen)	%
		Securities & Checks *	%
		Spas/Hot Tubs	%
		Sporting Goods	%
		Stationary	%
		Steel (Raw or Coils)	%
		Stone Products (marble, etc.)	%
		Swimming Pools	%
		Tar	%
		Textiles	%
		Tires	%
		Tobacco (Raw/unprocessed)	%
		Tools	%
		Top Soil & Fill	%
		Toys & Crafts	%
		Transformers & Turbines	%
		Wire (not fiber optic)	%
		Wood Products (other than furniture	%
		& caskets)	%
		Other	%

I certify that all information is accurate to the best of my knowledge:

Applicant's Signature: _____ Date: _____

Producer's Signature: _____ Date: _____