



MOTOR FLEET FOR HAZARDOUS INDUSTRIES

PERSONALLY UNDERWRITTEN FOR A BESPOKE QUOTE

HOW DOES THIS PRODUCT COMPARE TO A “STANDARD” OFFERING?

Due to our industry knowledge and long standing relationships with A-rated capacity providers, we are able to offer comprehensive support to our brokers' clients, with one of the most industry specific sets of policies in the market, with our in house claims specialists mitigating loss and protecting our mutual clients brand when the worst happens.

During our 30 year history, our product and proposition has continued to evolve, ensuring it remains relevant and tailored to the industries that we operate within and for the customer who we insure. We believe it is our experience and expertise, that makes us unique.

WHAT ELSE DO YOU NEED TO KNOW?

- Liability arising out of accidental spillage or crossover of product during loading or delivery either on or off the public highway, subject to driver error
- Liability for damages caused by accidental contamination of 3rd party product as a result of driver negligence
- 3rd party property damage: commercial vehicles inc. hazardous goods £10m, cars £50m and unlimited bodily injury
- New vehicle replacement within one year of registration where repair costs exceed 50% of recommended retail price
- Full lease/residual value settlement basis in the event of total loss within one year of registration up to a maximum of 20% of the market value shortfall
- Personal Accident/Legal Expenses as standard
- Hire of replacement vehicle following theft
- Environmental statutory liability up to £1m any one period of insurance
- Theft of keys up to £1,000
- Terrorism to £5m as standard
- Theft where keys have been left in the vehicle where required by the Fire Service.

WHO QUALIFIES?

Motor fleets with at least 25% of turnover relating to the carriage of hazardous goods and/or where tankers make up at least 25% of the fleet.*

Target industries include:

- Fuel & Oil
- Chemical
- Lubricant
- LPG
- Waste Oil and other “Wet” Waste
- Tank Installation
- Hazardous Goods Hauliers
- Tanker Hauliers
- Food & Beverage

* We can consider clients with between 10-25% Turnover and/or Tankers

We are able to provide Excess of Loss to cover up to £20m Third Party Property Damage & Terrorism.

WHY DO BUSINESS WITH PEN?

Pen Underwriting (Pen) is a multi-class, multi-territory Managing General Agent (MGA).

When we set up Pen in 2014, we brought together some of the UK's best known and most respected underwriting businesses, many with decades of underwriting expertise.

From a 'super start-up' of a dozen or so brands, to a single cohesive £650m GWP business, we're setting our sights on our next milestone – with a bold new vision to become a £1bn GWP underwriting & distribution business.

Over the last six years, the businesses have integrated to form one single operation that had broad distribution and acted like an insurer, responsible for everything apart from the capital at risk.

In 2021, with the majority of the integration work done, and with Pen operating as a single business, Pen is redefining itself – not as the business it thought it might become, but as something even better – the business the market needs it to be.

Our values – IDEAS, AGILITY, CONNECTING, FULFILMENT and SOLVING – are built on strong foundations.

IDEAS

We find smart ways to make the most of opportunities

- Leveraging expertise and technology to create solutions
- Bringing new products and services to market
- Solving broker, carrier, coverholder and insured pain points

AGILITY

We are responsive people, empowered to make decisions

- Meeting Pen service standards
- Adapting products and processes quickly
- Being flexible in how we address challenges

CONNECTING

We work together to offer joined up solutions

- Being accessible to other teams
- Collaborating on initiatives across the business
- Being proactive about cross-selling opportunities

FULFILMENT

We deliver products, services, processes & infrastructure that provide a competitive advantage

- Satisfying needs of all stakeholders
- Executing work with attention to detail
- Providing a consistent customer experience

SOLVING

We focus on building our reputation as long-term partners

- Developing sustainable business practices
- Progressing our expertise, skills, and technology
- Creating solutions for the future

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