

Commercial Risk Summary – Wholesalers & Distributors

FLORISTS

UK SIC CODE: 46220 (2007) / 51220 (2003) Flowers (wholesale)

Description of operations: Wholesale florists distribute live flowers and plants.

Property exposure to ignition is substantial due to the coolers, generators and other equipment needed to maintain a constant temperature when live plants are being kept. Any fire can cause considerable damage from smoke, heat, water pressure and flame. Plants and flowers must be stored in a way that is appropriate for the conditions and the types of plants. Perishables, such as flowers, are particularly vulnerable to spoilage. The age and condition of coolers and refrigeration units are important to review. What types of alarms are in place to warn of power outage or shutdown? What types of emergency backup and continuity plans are in place? In addition, shelf life is limited. Many wholesalers are subject to peak demand, such as Christmas, Mothering Sunday and Valentine's Day and should therefore consider a peak season endorsement or reporting form.

Crime exposure is from Employee Dishonesty. All ordering and inventory control must be separated in order to maintain checks and balances.

Premises liability is limited, provided no customer pickup is permitted. If customers pick up goods, loading bays must be user-friendly and areas for pickup must be clearly marked, with customers confined to the specific areas.

Products exposure is low unless there is direct importing.

Motor liability comes from two different sources. First, there is the salespersons' fleet. Where do they travel? Where are vehicles maintained? Is personal use permitted? Second is the vehicles that deliver. What is the radius of operations? What is the procedure for drivers who are involved in accidents or violations? Where are vehicles stored when not in use? Is there unloading? For all motor vehicle exposure, driving records must be ordered on a regular basis, and vehicles must be maintained with documentation kept in a central location.

Employers' liability exposure comes primarily from lifting which can cause back injury, hernia, sprain, and strain. What kind of training do employees receive, and what types of material lifting or conveying devices are used within the warehouse or wholesale facility? There is also the motor vehicle delivery hazard. What is the training of drivers? Are periodic medical check-ups required? Are driving records reviewed periodically? Do drivers do the unloading? Is this done manually, or are lifting and conveying devices used during loading and unloading? Because these are often wet environments, what is done to prevent slips and falls from the water?

Other exposure is Goods in Transit. Are the goods subject to spoilage losses or transit damage? Does the operation do its own transport, or does it contract the services of others? What is the condition of the refrigerated lorries and what types of backups are available?

Minimum recommended cover:

Machinery and Contents, Business Interruption, Book Debts, Computers, Goods in Transit, Employee Dishonesty, Public/Product Liability, Employee Benefits, Excess of Loss/Difference in Cover, Commercial Motor, Employers' Liability

Other covers to consider:

Building, Material Damage, Money and Securities, Computer Fraud, Employment Practices Liability

Commercial Risk Checklist – Wholesalers & Distributors

Broker: The covers listed below are suggested for consideration. After evaluating each of the listed covers, check the recommended blank by those that apply specifically to the client. Make sure both the exposure and the cover are explained thoroughly to the client.

Client: For each of the covers that the broker has recommended, initial whether you have chosen to accept or reject that cover in the blanks provided.

Please note that this list is NOT exhaustive. If you have a specific need not on the list, please contact us at Robison & Co Ltd to address your needs and to arrange a bespoke policy.

CLIENT/BROKER COVER AGREEMENT

	Recommend	Accept	Reject	N/A
PROPERTY				
Buildings				
Standard Cover	_____	_____	_____	_____
Basic (Additional Perils)	_____	_____	_____	_____
Catastrophe (FLEA)	_____	_____	_____	_____
Additional Building Covers				
Accidental Damage	_____	_____	_____	_____
Subsidence	_____	_____	_____	_____
Terrorism	_____	_____	_____	_____
Domestic Perils	_____	_____	_____	_____
Other _____	_____	_____	_____	_____
Tenants Improvements				
Machinery and Contents				
Premises	_____	_____	_____	_____
Portable	_____	_____	_____	_____
Office Contents				
Premises	_____	_____	_____	_____
Portable	_____	_____	_____	_____
E-Risks				
Computer Hardware	_____	_____	_____	_____
Computer Software	_____	_____	_____	_____
Computer Data	_____	_____	_____	_____
Stock				
	_____	_____	_____	_____
	Recommend	Accept	Reject	N/A

Commercial Risk Checklist – Wholesalers & Distributors

Work in Progress	_____	_____	_____	_____
Customers Goods Held in Trust	_____	_____	_____	_____

Other Property Covers

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Settlement Bases

Indemnity	_____	_____	_____	_____
Reinstatement	_____	_____	_____	_____
Day One – uplift NN%	_____	_____	_____	_____
85% Average	_____	_____	_____	_____
Other _____	_____	_____	_____	_____

CONSTRUCTION/SITE RISKS

Contract Works (Contractors All Risks)	_____	_____	_____	_____
Permanent	_____	_____	_____	_____
Temporary	_____	_____	_____	_____
Contractors Plant and Equipment	_____	_____	_____	_____
Own Plant	_____	_____	_____	_____
Hired In Plant	_____	_____	_____	_____
Offsite Storage (Materials)	_____	_____	_____	_____
Site Cabins and Temporary Buildings	_____	_____	_____	_____

Other Construction/Site Risks

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

ENGINEERING COVERS

Damage and Breakdown	_____	_____	_____	_____
	Recommend	Accept	Reject	N/A
Boilers and Pressure Plant	_____	_____	_____	_____

Commercial Risk Checklist – Wholesalers & Distributors

Engine Plant	_____	_____	_____	_____
Electrical and Mechanical Plant	_____	_____	_____	_____
Lifting Machinery	_____	_____	_____	_____
Erection and Installation	_____	_____	_____	_____
Inspection	_____	_____	_____	_____
Engineering Interruption	_____	_____	_____	_____
Machinery Movement	_____	_____	_____	_____
Computers	_____	_____	_____	_____
Other Engineering Covers				
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

BUSINESS INTERRUPTION COVERS

Business Interruption With Increased Expenditures	_____	_____	_____	_____
Gross Profit / Revenue / Rentals/ Other	_____	_____	_____	_____

Increased Cost of Working	_____	_____	_____	_____
Additional Increased Costs	_____	_____	_____	_____
Declaration Uplift NN%	_____	_____	_____	_____
Indemnity Period NN months	_____	_____	_____	_____
Extensions				
Prevention of Access	_____	_____	_____	_____
Failure of Utilities – Station Only	_____	_____	_____	_____
Failure of Utilities – Terminal Supply	_____	_____	_____	_____
Key Suppliers - Specified	_____	_____	_____	_____
Key Suppliers - Unspecified	_____	_____	_____	_____
Key Customers - Specified	_____	_____	_____	_____
	Recommend	Accept	Reject	N/A
Key Customers - Unspecified	_____	_____	_____	_____
Goods in Transit	_____	_____	_____	_____

Commercial Risk Checklist – Wholesalers & Distributors

Motor Vehicles	_____	_____	_____	_____
Pattern Moulds and Dies	_____	_____	_____	_____
Contract Penalties	_____	_____	_____	_____
Loss of Attraction	_____	_____	_____	_____
Murder and Suicide	_____	_____	_____	_____
Infectious Disease	_____	_____	_____	_____
Defective Sanitation	_____	_____	_____	_____
Property Stored Elsewhere	_____	_____	_____	_____
Contract Sites	_____	_____	_____	_____
Outworkers	_____	_____	_____	_____
Other _____	_____	_____	_____	_____

Other Business Interruption Covers

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

LIABILITY COVERS

Employers Liability	_____	_____	_____	_____
Public Liability	_____	_____	_____	_____
Legal Expenses	_____	_____	_____	_____
Other _____	_____	_____	_____	_____
Products Liability	_____	_____	_____	_____
Products Recall	_____	_____	_____	_____
Financial Loss	_____	_____	_____	_____
Environmental Impairment Liability	_____	_____	_____	_____
Directors and Officers Liability	_____	_____	_____	_____
Management (Entity) Liability	_____	_____	_____	_____
	Recommend	Accept	Reject	N/A
Employment Practices Liability	_____	_____	_____	_____
Media / Cyber Liability	_____	_____	_____	_____
Special Events Liability	_____	_____	_____	_____

Commercial Risk Checklist – Wholesalers & Distributors

Professional Indemnity (Errors and Omissions)	_____	_____	_____	_____
Accountants	_____	_____	_____	_____
Architects	_____	_____	_____	_____
Consultants	_____	_____	_____	_____
Contractors	_____	_____	_____	_____
Engineers	_____	_____	_____	_____
Financial Advisors	_____	_____	_____	_____
Solicitors	_____	_____	_____	_____
Other _____	_____	_____	_____	_____

Trustees Liability (Charity or Pensions) _____

Other Liability Covers

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

BENEFITS

Employee Benefits	_____	_____	_____	_____
Group Personal Accident	_____	_____	_____	_____
Group Income Protection	_____	_____	_____	_____
Other _____	_____	_____	_____	_____

GOODS IN TRANSIT COVER

Goods in Transit	_____	_____	_____	_____
Own Goods	_____	_____	_____	_____
Consigned Goods	_____	_____	_____	_____
Freight Forwarders Liability	_____	_____	_____	_____

Recommend Accept Reject N/A

Hauliers Liability	_____	_____	_____	_____
Warehouse Keepers Liability	_____	_____	_____	_____

Other Goods in Transit Cover

_____	_____	_____	_____	_____
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Commercial Risk Checklist – Wholesalers & Distributors

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

OTHER RELEVANT BUSINESS COVERS

All Risks to Cover Portable Equipment	_____	_____	_____	_____
Book Debts	_____	_____	_____	_____
Cameras and Musical Instrument Dealers	_____	_____	_____	_____
Credit Risks and Bad Debt	_____	_____	_____	_____
Deeds and Documents	_____	_____	_____	_____
Difference In Cover / Difference in Limits (DIC/DIL)	_____	_____	_____	_____
Excess of Loss	_____	_____	_____	_____
Film Cover	_____	_____	_____	_____
Furriers Block	_____	_____	_____	_____
Glass and Signs	_____	_____	_____	_____
Goods Held in Trust	_____	_____	_____	_____
Instalment Sales	_____	_____	_____	_____
Jewellers Block	_____	_____	_____	_____
Loss of Profits or Money	_____	_____	_____	_____
Specie and Fine Arts	_____	_____	_____	_____
Specie and Fine Arts Dealer	_____	_____	_____	_____
Theatrical Property	_____	_____	_____	_____

Other Relevant Business Covers

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Recommend Accept Reject N/A

CRIME COVERS

Money, Securities and Other Property

Employee Dishonesty	_____	_____	_____	_____
Computer Fraud	_____	_____	_____	_____
Funds Transfer Fraud	_____	_____	_____	_____

Commercial Risk Checklist – Wholesalers & Distributors

Kidnap and Ransom	_____	_____	_____	_____
Loss of Money	_____	_____	_____	_____
Terrorism	_____	_____	_____	_____
Theft	_____	_____	_____	_____
Full Theft	_____	_____	_____	_____
Other Crime Covers				
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

COMMERCIAL MOTOR COVERS

Comprehensive	_____	_____	_____	_____
3rd Party Liability	_____	_____	_____	_____
Fire and Theft	_____	_____	_____	_____
Hired Vehicles	_____	_____	_____	_____
Hired Plant and Vehicles	_____	_____	_____	_____
Motor Fleet	_____	_____	_____	_____
Motor Trade	_____	_____	_____	_____
Garage or Internal Risks	_____	_____	_____	_____
Road Risks	_____	_____	_____	_____

Other Commercial Motor Covers

_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

Recommend Accept Reject N/A

AVIATION COVERS

Hull All Risks	_____	_____	_____	_____
Aircraft Liability	_____	_____	_____	_____
Hangarkeepers Liability	_____	_____	_____	_____
Passenger Liability	_____	_____	_____	_____
Other _____	_____	_____	_____	_____

Commercial Risk Checklist – Wholesalers & Distributors

Other _____

MARINE COVERS

Cargo _____

Hull Cover _____

Owners Liability _____

War _____

Other _____

Other _____

BONDS

Bid Bond _____

Contract Bond _____

Payment Bond _____

Licence Bond _____

Other _____

BESPOKE COVERS

Commercial Risk Checklist – Wholesalers & Distributors

Comments

I certify that I have reviewed my cover needs in accordance with this checklist with my broker and I have accepted or rejected the recommended covers as indicated by my initials in the spaces above.

_____ Signature of Client _____ Date

_____ Title

I certify that I have reviewed the covers outlined in this checklist with my client and that the initials of the client indicate the acceptance or rejection of the covers recommended.

_____ Signature of Broker _____ Date