TRACTOR / OUTDOOR POWER EQUIPMENT DEALER SUPPLEMENTAL

For tractor and outdoor power equipment dealers selling tractors, mowers, chainsaws, UTVs, and implements, with parts, service, delivery, and rental. Complete with ACORD 125, 126, 127 (vehicles), and 140. Attach a floor plan or site plan, a lot and inventory schedule, and five years of loss runs.

1 APPLICANT / BUSINESS INFORMATION

LEGAL BUSINESS NAME | DBA / STORE NAME | FEIN | YEARS IN BUSINESS

STORE ADDRESS | CITY / STATE / ZIP | WEBSITE

Entity type:

☐ Sole proprietor ☐ Partnership ☐ LLC ☐ Corporation ☐ Franchise

PRIMARY CONTACT / TITLE | PHONE | EMAIL

NUMBER OF LOCATIONS | BUILDING OWNED OR LEASED | HOURS OF OPERATION

2 OPERATIONS

Products and services (check all that apply):

☐ Compact / utility tractors ☐ Zero-turn / riding mowers ☐ Chainsaws / handheld equipment ☐ UTVs ☐ Implements & attachments

☐ Parts sales ☐ Service / repair shop ☐ Pickup & delivery ☐ Equipment rental

UNITS STORED OUTSIDE OVERNIGHT | SERVICE BAYS | DEMO UNITS LOANED PER YEAR

SALES AREA (SQ. FT.) | ONLINE / PHONE SALES (%) | PRODUCTS IMPORTED DIRECTLY (%)

2-1 Does the store sell products under its own brand or private label? ☐ Yes ☐ No
IF YES, EXPLAIN

2-2 Does the store import any products directly from a foreign manufacturer? ☐ Yes ☐ No
IF YES, EXPLAIN

2-3 Does the store deliver or install products at customers' locations? ☐ Yes ☐ No
IF YES, EXPLAIN

3 EXPOSURE & RISK QUESTIONS — PRE-DELIVERY SETUP, ROPS & DEMOS

A $5M verdict followed a rollover in which plaintiffs said a loader tractor was delivered without the required rear ballast, a step on the dealer's setup checklist.

3-1 Is a signed pre-delivery inspection checklist completed on every unit? ☐ Yes ☐ No
IF NO, EXPLAIN

3-2 Does the checklist confirm ballast on loader-equipped tractors? ☐ Yes ☐ No
IF NO, EXPLAIN

3-3 Does the dealer sell used tractors without ROPS? ☐ Yes ☐ No
IF YES, EXPLAIN

3-4 Do customers sign an operator-safety acknowledgment at delivery? ☐ Yes ☐ No
IF NO, EXPLAIN

3-5 Is an employee present during every customer test drive? ☐ Yes ☐ No
IF NO, EXPLAIN

3-6 Are demo units lent off premises? ☐ Yes ☐ No
IF YES, EXPLAIN

This supplemental is an intake document. It does not replace any carrier application and affords no coverage.

3-7 Are open recalls tracked by serial number? ☐ Yes ☐ No
IF NO, EXPLAIN

3-8 Have you had a rollover or amputation claim in the past 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

4 EXPOSURE & RISK QUESTIONS — OPEN-LOT THEFT & SERVICE SHOP

Thieves took nearly $13.6M in equipment in 622 incidents over just four 2021 holiday weekends.

4-1 Is the display lot fully fenced? ☐ Yes ☐ No
IF NO, EXPLAIN

4-2 Is the lot monitored by cameras after hours? ☐ Yes ☐ No
IF NO, EXPLAIN

4-3 Are small, high-theft units moved indoors overnight? ☐ Yes ☐ No
IF NO, EXPLAIN

4-4 Are keys stored in a locked box when closed? ☐ Yes ☐ No
IF NO, EXPLAIN

4-5 Is inventory registered with a theft database such as NER? ☐ Yes ☐ No
IF NO, EXPLAIN

4-6 Does the service shop do welding or hot work? ☐ Yes ☐ No
IF YES, EXPLAIN

4-7 Is customer equipment road-tested on public roads? ☐ Yes ☐ No
IF YES, EXPLAIN

4-8 Are waste oil and fuel stored in approved containers? ☐ Yes ☐ No
IF NO, EXPLAIN

5 PROPERTY, INVENTORY & CRIME

CONSTRUCTION / YEAR BUILT	BUILDING VALUE ($, IF OWNED)	IMPROVEMENTS & BETTERMENTS ($)

PEAK SEASON INVENTORY ($)	FLOOR-PLANNED INVENTORY ($)	CUSTOMER UNITS IN SHOP AT PEAK ($)

Protection (check all that apply):

☐ Central station burglar alarm ☐ Central station fire alarm ☐ Full sprinkler system ☐ Security cameras ☐ Security gates / shutters
☐ Safe or vault

5-1 Is cash kept in a locked safe and deposited at least daily? ☐ Yes ☐ No
IF NO, EXPLAIN

5-2 Has the store had a burglary, robbery, or theft loss in the past 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

5-3 Is refrigerated or temperature-sensitive stock kept on site? ☐ Yes ☐ No
IF YES, EXPLAIN

6 PAYROLL, SALES & REVENUE

PROJECTED ANNUAL GROSS SALES ($)	PRIOR YEAR GROSS SALES ($)	TOTAL ANNUAL PAYROLL ($)

FULL-TIME EMPLOYEES	PART-TIME / SEASONAL EMPLOYEES	DELIVERY / INSTALLATION PAYROLL ($)

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7 PRIOR INSURANCE & LOSS HISTORY

CURRENT PROPERTY / GL CARRIER	CURRENT GL LIMITS	EXPIRATION DATE

DATE OF LOSS	DESCRIPTION	TOTAL INCURRED ($)	OPEN / CLOSED

7-1 Has a claim arisen from setup or service work on a unit? ☐ Yes ☐ No
IF YES, EXPLAIN

7-2 Has a customer made an injury claim against the store in the past 5 years? ☐ Yes ☐ No
IF YES, EXPLAIN

7-3 Has a product the store sold been recalled or caused a claim? ☐ Yes ☐ No
IF YES, EXPLAIN

7-4 Has any coverage been declined, cancelled, or non-renewed? ☐ Yes ☐ No
IF YES, EXPLAIN

7-5 Is the applicant aware of any incident or circumstance that could give rise to a claim? ☐ Yes ☐ No
IF YES, EXPLAIN

8 RISK MANAGEMENT & SAFETY

8-1 Are floors, aisles, and entrances inspected on a written schedule with logs kept? ☐ Yes ☐ No
IF NO, EXPLAIN

8-2 Do vendors and suppliers provide certificates of insurance naming the store? ☐ Yes ☐ No
IF NO, EXPLAIN

8-3 Are recall notices checked and recalled products pulled from sale? ☐ Yes ☐ No
IF NO, EXPLAIN

8-4 Are shop lifts inspected each year? ☐ Yes ☐ No
IF NO, EXPLAIN

8-5 Are customers kept out of the service bays? ☐ Yes ☐ No
IF NO, EXPLAIN

9 SIGNATURE & FRAUD WARNING

The undersigned declares that the statements and answers given in this supplemental are true, complete and correct to the best of their knowledge, and that no material fact has been withheld or misstated. The applicant agrees that this supplemental, together with all ACORD applications and attachments, forms the basis of any submission to insurers and may be relied upon by them. Signing this supplemental does not bind coverage. This supplemental is an intake document prepared by Cory Washington & Co. LLC to support carrier submission; it does not itself provide coverage.

FRAUD NOTICE: Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information, or conceals for the purpose of misleading information concerning any fact material thereto, may be committing a fraudulent insurance act, which is a crime and may subject such person to criminal and civil penalties. State-specific fraud warnings appear on the insurer's application.

APPLICANT / AUTHORIZED SIGNATURE (TYPE FULL NAME)	TITLE	DATE

PRODUCER — CORY WASHINGTON & CO. LLC	PRODUCER SIGNATURE (TYPE FULL NAME)	DATE