

Pull out your current policy and check the box next to any coverage you can confirm is already in place — anything unchecked is worth a quick conversation with your advisor. Coverage checklist for dealers and distributors of industrial equipment and machinery. Priorities reflect typical exposure for this class; confirm against your actual lines, service work, and rental operations.

CORE

PREVALENT

SITUATIONAL

— Core: almost always needed · Prevalent: commonly carried by businesses in this class · Situational: depends on specific exposure

| COVERAGE                                                                      | WHY THIS BUSINESS NEEDS IT                                                                                  | PRIORITY    |
|-------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------|-------------|
| <input type="checkbox"/> <b>Commercial General &amp; Products Liability</b>   | Covers injuries from equipment you sell, service, or rent — including used units and machines you modified. | CORE        |
| <input type="checkbox"/> <b>Completed Operations</b>                          | Covers injuries after a repair or installation is finished — often years later.                             | CORE        |
| <input type="checkbox"/> <b>Inland Marine / Contractor's Equipment</b>        | Covers rental fleet, demo units, and equipment in transit or at customer sites.                             | CORE        |
| <input type="checkbox"/> <b>Commercial Auto</b>                               | Covers service trucks and haulers moving heavy equipment.                                                   | CORE        |
| <input type="checkbox"/> <b>Workers' Compensation</b>                         | Required by law; field technicians face crush, fall, and electrical injuries.                               | CORE        |
| <input type="checkbox"/> <b>Umbrella / Excess Liability</b>                   | Adds limits for serious crush and fall injuries; customer contracts often require it.                       | PREVALENT   |
| <input type="checkbox"/> <b>Professional Liability (Design / Integration)</b> | Needed if you engineer custom systems or specify equipment for a process.                                   | PREVALENT   |
| <input type="checkbox"/> <b>Commercial Property &amp; Stock</b>               | Covers dealership, shop, and new equipment inventory.                                                       | PREVALENT   |
| <input type="checkbox"/> <b>Installation / Builder's Risk</b>                 | Covers equipment being installed until the customer accepts it.                                             | SITUATIONAL |
| <input type="checkbox"/> <b>Boiler &amp; Machinery / Equipment Breakdown</b>  | Covers your own shop equipment and pressure systems.                                                        | SITUATIONAL |
| <input type="checkbox"/> <b>Crime / Employee Theft</b>                        | Covers theft of parts, tools, and equipment.                                                                | SITUATIONAL |
| <input type="checkbox"/> <b>Employment Practices Liability</b>                | Covers claims by technicians, sales, and office staff.                                                      | SITUATIONAL |

COMMON COVERAGE GAP FOR THIS CLASS

The gap most often missed by equipment dealers is the service and rental side of the business. When a technician modifies a machine or a rental unit goes out without a documented inspection, the dealer is no longer just a reseller — it becomes the party that changed or maintained the equipment, and courts have cleared dealers mainly when they could prove the safety features worked at delivery. Confirm that completed operations, rental equipment, and any design or integration work are covered, and keep inspection and service records for every serial number.

IMPORTANT — PLEASE READ

This checklist is a free educational tool from Cory Washington & Co. to help you review your own coverage and have a more informed conversation with a licensed insurance professional. It is general information only — not insurance, legal, or financial advice, and not a recommendation to buy, change, or cancel any policy. The Core / Prevalent / Situational labels describe general patterns observed for this class of business — what is commonly carried, not a personalized recommendation or needs analysis for your specific operations. Coverage terms, availability, limits, and requirements vary by policy, carrier, and state, and only the language in your actual policy governs what is and isn't covered. Checking or leaving blank any item above does not indicate that you are adequately insured or under-insured. Using this checklist does not create a client, agency, or fiduciary relationship. Always consult a licensed professional about your specific situation.