



Gallagher Insurance Brokers Motor Trade Scheme

December 2023

Arch Motor Trade Appetite

NOTE: TARGET – APPLIES TO CARS, COMMERCIAL VEHICLES LESS THAN 7.5T GVW & MOTORCYCLES.

OTHER CATEGORIES OF VEHICLES ARE ACCEPTABLE SUBJECT TO BEING LESS THAN 20% OF THE OVERALL TURNOVER. IF OVER 20% IT BECOMES A SPECIAL ATTENTION RISK AND MAY OR MAY NOT BE ACCEPTABLE.

BUSINESS ONLY ACCEPTABLE IN THE UK, EXCLUDING NORTHERN IRELAND

TARGET	SPECIAL ATTENTION	DECLINE
Auto Electricians (as long as not purely mobile)	Agricultural Repairs & Sales	Accident Management Companies
Bodyshops/ Paint Spraying	Alloy Wheel Refurbishers (subject to no acid dipping)	Auctions
Fitters – Tyre/ Battery/ Exhaust/ Towbar (subject to normal levels of tyre stock in the premises. We don't want to insure a tyre warehouse that supplies the fitting premises. We also won't quote if supplying secondhand tyres)	Camper Conversions	Bus/ Coach Operators
LPG Conversions	ECU Remapping – Will consider if less than 20% of turnover.	Car Washes
Manufacturing Specialist Bodywork (as long as not altering the chassis)	Engine/ Gearbox Reconditioning	Credit Hire Risks
Mechanical Repairs & Servicing	Fuel Sales inc sales of sweets, cigarettes, etc - Will consider if less than 50% of turnover and there is a genuine target motor trade business.	Haulage Risks
MOT Stations	HGV Repairs & Sales	Leasing Companies
Motor Accessory Fitters	Mobile Repairs – Will consider if less than 20% of turnover.	Motor Brokers
Vehicle Sales (new or used)	Recovery work – Will consider if less than 20% of turnover.	Public/ Private Hire (inc Chauffeurs)
	Sale of Parts & Accessories – Will consider if less than 20% of turnover.	Racing/ Rallying Risks
	Valeting – Will consider if less than 20% of turnover.	Recovery Operator
	Vehicle Import	Self-drive Hire
	Vehicle Signwriting	Vehicle Breaking/ Dismantling
	Windscreen/ Sunroof Fitting Specialists – Will consider if less than 20% of turnover.	Vehicle Collection/ Delivery
		Vehicle Export
		Vehicle Manufacturers (inc kit cars)
		Vehicle Wrapping (mainly cars)

Proposed Gallagher Scheme Enhancements

COVER	COMMENTS	HOW WILL IT BE ADDED
PROPERTY DAMAGE		
Contents of Customers Vehicles	We will provide £5,000 and can be varied for a charge.	By endorsement
Customers Vehicles & Own Vehicles Sum Insured at £500,000 combined	This is subject to the actual sum insured being declared.	By endorsement
Day One Cover	This can be included but for a charge. Note our standard is 25%.	Cover added to Schedule
Full Theft Cover	Already included.	
Glass Cover	This can be included but for a charge.	Cover added to Schedule
Lock and Keys Replacement (Vehicles)	We will increase from standard £20,000 in wording to £50,000	By Endorsement
Loss of Use (Customer's Vehicles)	We will increase from standard £25,000 in wording to £50,000.	By Endorsement
Privately owned vehicles for Directors and spouses	Wording is amended to automatically include.	By Endorsement
Subsidence Cover	This can be included subject to acceptance criteria for a charge.	Cover added to Schedule
Temporary Removal (Vehicles)	We will increase from standard £25,000 in wording to £50,000.	By Endorsement
BUSINESS INTERRUPTION		
Additional Increased Cost of Working (AICOW)	We will provide £50,000 as a minimum and can be varied for a charge when full BI cover requested.	Cover added to Schedule
Failure of Utilities	This can be included but for a charge.	Cover added to Schedule
Gross Profit Indemnity Limit – 24 months	This can be included but for a charge.	Cover added to Schedule
Loss of MOT Licence	We will provide £100,000 as a minimum for those risks that require it and can be varied for a charge.	Cover added to Schedule
MONEY		
PA Assault	We will provide £5,000 as standard if the Money section is operative.	Cover added to Schedule
Money Limits	£3,000 to be provided if the Money section is operative.	Cover added to Schedule

Wrongful Conversion	We will include with a £25,000 limit on sales risks where the money section is requested.	Cover added to Schedule
GOODS IN TRANSIT		
Stock in Transit Cover	We will provide £5,000 as a minimum and can be varied for a charge.	By Endorsement
Vehicles in Transit Cover - £50k	This can be included but for a charge.	Cover added to Schedule
PUBLIC LIABILITY		
£5m PL Limit	Already included.	
ROAD RISKS		
Misfuelling Cover	Already included where cover is Comprehensive.	
Privately owned vehicles for Directors and spouses	Wording is amended to automatically include.	By endorsement
Unaccompanied Demonstration	We will provide this on all risks with vehicle sales if they request it. There is a small additional premium.	Will show on Certificate
GENERAL		
Low Claims Rebate	We will offer on risks with a premium of £10,000 + IPT and above.	By Endorsement
LTA Options	We will consider on risks with a premium of £10,000 + IPT and above.	By Endorsement
Exclusivity	If the premium is £5,000 + IPT and above the quote will be exclusive, however if the quote has already been provided to another broker we will be unable to quote. Below £5,000 we will quote to other open market brokers but they will not benefit from scheme enhancements and preferential pricing.	