

NEW VENTURES

SOME CARRIERS DREAD THEM, WE SEE OPPORTUNITY.

Not all new ventures are created equal. We welcome them when experience, preparation, and stability are part of their story. Here's what helps us say "yes" faster.

This guide highlights how we approach new ventures. For full appetite, coverage, and territory details, please see our Commercial Trucking Flyer.

ELIGIBILITY BASICS

- **Experience:** Prefer *at least* 3 years of directly related driving experience for the proposed operation. So, planning to haul logs in northern California? Then should have 3 years of log truck operation experience in that area.
- **Driver Age:** Prefer at least 27 years old (possible exceptions made would be case specific and at underwriter discretion).
- **Local Focus Preferred:** Start close to home. We **rarely issue FHWA filings for new ventures** unless interstate travel is "local" or a filing is a contractual requirement (UIIA as an example).
- **Growth:** No planned expansion during the first year. Stability first, growth later.
- **Established Work:** Continuing pre-existing hauling contracts is preferred. "Load board" type work alone isn't ideal.
- **Hands-On Ownership: Owner-operators** are strongly preferred. Exceptions may be considered where a **spouse or immediate family member** is the active driver, and the owner/non-driver is listed for business or tax purposes.

AGENT TIP

If you're unsure whether a new venture fits, reach out to your underwriter before submitting — we'll help you qualify it quickly and save you time.

APPETITE GUIDE

COMMERCIAL TRANSPORTATION PROGRAM



SAMPLE RISKS

Insured 1: A husband-and-wife team launching **ABC Hauling LLC in Central California**. The husband has **5 years of local dump truck experience** hauling sand and gravel for DEF Trucking; his wife is listed as the business owner for tax purposes but does not hold a Class A license. The husband will continue hauling for DEF Trucking, hauling sand and gravel now under his own authority and insurance.

Insured 2: A seasoned **owner-operator with 7 years of experience** hauling building materials for a local distributor is starting **XYZ Transport LLC**. The insured will continue serving the **same local territory and routes** under a new contract, hauling building materials. They own a tractor with a flatbed trailer and plan to remain a **single-unit operation during year one**, and operate **within a 150-mile radius**.

HELPFUL EXTRAS

- Letters of reference from prior employers can strengthen submissions.
- A backstory as to why the risk has decided to strike out on their own can be helpful as well.
- Complete and include our [New Venture Application](#) with the appropriate [Bellingham Underwriters Application](#) with every submission.