

Boat Retailers Insurance Checklist & Questionnaire



For Boat Retailers (Trailer Boat and Cruiser / Yacht Sales).

This cover is only available via insurance brokers and insurance brokers shall submit to Nautilus Marine Insurance Agency with asset values to be insured including requested sub limits required, these should be discussed with your insurance broker as you must decide insurance protection applicable to your business.

This checklist and questionnaire is intended to provide to Nautilus Marine Insurance Agency details of your business operations so our office can consider the terms and conditions of insurance terms, this is a legally binding document and the answers provided will form the basis of insurance acceptance and terms. We strongly suggest you read the 'Important Information' and 'Duty of Disclosure' sections below.

1 Proposer

Full Name of Proposer: _____

Proposers physical address/es:

Business description:

2. Period of Insurance

Cover requested from / / to / / at 4.00pm local time

3. Brands Retailed:

Please advise the boat, motor and trailer brands you retail:

Nautilus Marine Insurance Agency Pty Ltd

ABN 34 100 633 038 AFSL 227186

106/460 Pacific Highway St Leonards NSW 2065

Phone: 02 9439 3800 Fax: 02 9439 3900

This policy is underwritten by Wesfarmers General Insurance Limited trading as Lumley General
ABN 24 000 036 279 AFSL 241461

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4. Business Details (if insufficient space please provide a separate list)

Please advise the activities and turnover estimates that your business is involved in:

			Turnover Estimate
1.	Trailer Boat Sales?	Yes / No	\$.....
2.	Servicing / Repairs to trailer boats (up to 8mtr length)?	Yes / No	\$.....
3.	Servicing / Repairs to boats over 8mtrs?	Yes / No	\$.....
4.	Accessories Sales (fishing / waterski Equipment / boating goods)	Yes / No	\$.....
5.	Cruiser and / or Yacht sales (new)	Yes / No	\$.....
6.	Cruiser and / or yacht sales (used)	Yes / No	\$.....
7.	Finance and Insurance Provisions	Yes / No	\$.....
8.	Other activities (please list)		
		\$.....
		\$.....
		\$.....
	Total estimate gross receipts:		\$.....

5. Import:

Please advise any products that you are the importer for, including the estimate of unit numbers and turnover estimate for the brands:

Description of imported goods:	Numbers:	Turnover est:
_____	_____	_____
_____	_____	_____
_____	_____	_____

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6. Fibreglassing / High Hazard Materials

Is your business involved in fibreglassing repairs? Yes / No

If yes, please advise the type of work undertaken and turnover estimate for this?

Does your business hold any high hazard / flammable liquid other than reasonable amounts of marine lubricant or oils needed to undertake your business?

Yes / No

If, yes, details: _____

7. Boat Building:

Is your business involved in the manufacture of boats? Yes / No

If yes, please advise brands built, range produced, years building boats, construction and intended usage of the boats (private or commercial usage)

8. Your premises / situation details:

a. Please advise the construction and age of your premises:

b. Please advise the percentage split of stock kept inside vs outside:

Inside _____ % Outside _____ %

c. Please confirm security on site:

Alarm Yes / No

If yes, type _____

Monitored Yes / No Securitel Yes / No

Is there alarm wire throughout outside stock Yes / No

Deadlocks on all doors / windows: Yes / No

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Guard Dogs Yes / No

Bollards at entry points Yes / No

If yes, type: _____

Security Fencing: Yes / No

If yes, style, age and electrified? _____

Is your stock (including components) fitted with DataDot technology whilst lot positioned stock on your site?

Yes / No

d. Please confirm fire mitigation on site:

Sprinklers: Yes / No

Hose Reels: Yes / No

Extinguishers Yes / No

Other (please advise) _____

9. Demonstration and Stock Cover away from your premises:

Please advise the maximum value of trailer boat stock you will demonstrate at any one time?

Do you exhibit at Boatshows / exhibitions, if yes, please advise how many boatshows per year and the maximum value of stock you will have at these exhibitions / boatshows:

Boatshow numbers / year: _____ Maximum value of stock: \$_____

Do you keep stock in water as floating stock for sale? Yes / No

Location marinas where boats held for sale: _____

Maximum value any one vessel held for sale: _____

Maximum value of combined stock held for sale (any one location): _____

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10. Prior History

How long have you operated this business? years

If less than 2 years in this business, please advise experience in marine industry related fields:

Name of present Insurer

Current Policy Due Date

Has any insurer declined your insurance or imposed any Special Conditions? Yes No

If "Yes", please detail

Loss History in this business or other related business in the last five (5) years.

Detail All Incidents Reported, Claims or Un-Insured Losses (date or year, details & amount)

Have you ever been charged with a criminal offence (excluding car parking offences)

Please detail any additional information relating to the proposed risk.

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11. Important Information

Duty of Disclosure

This contract of insurance will be governed by either the Marine Insurance Act 1909 ("MIA") or the Insurance Contracts Act 1984 ("ICA"). As the test of materiality is stricter under the MIA and our remedies for breach of that duty can be more far reaching under the MIA, we set out below your duties of disclosure and the consequences of non-disclosure under both Acts:

Your Duty of Disclosure under the Marine Insurance Act 1909 (MIA)

Your attention is drawn to Sections 23 to 27 of the MIA and, in particular, that any contract of marine insurance is based on utmost good faith and in the absence of such good faith, may be avoided. Further, you have an obligation to disclose to us every material circumstance which is known to you and/or which in the ordinary course of business ought to be known to you. Every circumstance is material if it would influence the judgment of a prudent insurer in fixing the premium or determining whether he/she will take the risk. If there is a failure to make such disclosure, we may avoid the contract.

Your Duty of Disclosure under the Insurance Contracts Act 1984 (ICA)

Before you enter into a contract of general insurance with an insurer, you have a duty at law to disclose to the insurer anything that you could reasonably be expected to know is relevant to the insurer's decision whether to accept the risk of insurance and if so, on what terms.

You have the same duty to disclose those matters to the insurer before you renew, extend, vary or reinstate a contract of general insurance.

Your duty however does not require disclosure of matter:

- That diminishes the risk to be undertaken by the insurer;
- That is of common knowledge;
- That Your insurer knows or, in the ordinary course of business, ought to know;
- As to which compliance with your duty is waived by the insurer.

If you fail to comply with your duty of disclosure, the insurer may be entitled to reduce its liability under the contract in respect of a claim or may cancel the contract. If your non-disclosure is fraudulent, the insurer may also have the option of avoiding the contract from its beginning.

Confirming Transactions

You may contact us or your adviser, in writing (which is always required if you are advising cancellation) or by phone to confirm any transaction under your Policy. Any transaction will be documented by us as quickly as possible.

Privacy

Nautilus Marine Insurance Agency and Lumley General Insurance Limited respects your privacy and complies with the Privacy Act and the National Privacy Principles. A copy of our Privacy Policy and Procedures is available at any of our offices.

Co – insurance

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Our Policy contains a condition of co-insurance which means that if your Sum(s) Insured is/are inadequate at the time of loss, part of the loss may not be covered. In addition, we will never pay more than the Sum(s) Insured.

Exceptional Circumstances

Are there any exceptional circumstances which are special or individual to you?

You only have to tell us about exceptional circumstances that you know (or a reasonable person in the circumstances could be expected to know) are relevant to our decisions about:

- Whether to insure you
- How much to charge, or
- Any special rules that may apply to you or the policy.

You do not have to tell us anything that:

- We could reasonably be expected to ask you in a specific question, or
- Will reduce the possibility of a claim, or
- Is common knowledge, or
- We already know about, or we ought to know about through our business, or
- We have said we do not need to know.

Answer:

12. Declaration

I declare that I have:

- read the information concerning the Duty of Disclosure and other Important Information;
- answered every question fully and honestly;
- either completed this Proposal Form personally or, if it has been completed by someone else, the answers have been checked by me for fullness and accuracy;

If during the Period of Insurance, circumstances change the information I have provided, I will promptly inform you.

I understand that if I have not fulfilled my Duty of Disclosure my claim may be reduced or the insurance contract avoided from its beginning.

I authorise Nautilus Marine Insurance Agency and Lumley General Insurance Limited to obtain claims and any other information they require from my previous Insurers or the Insurance Reference Services Ltd to confirm the information I have supplied.

Name: _____

Signature: _____

Title: _____

Date: _____

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