

RENTAL EQUIPMENT PROTECTION (REP)

KEY BENEFITS OF REP

IMMEDIATE COVERAGE WITHOUT HASSLE

- REP relieves customers of the responsibility to insure the equipment for physical damage while on rent. REP is already built into the rental agreement, so they can walk out with the equipment faster.

FINANCIAL PROTECTION AGAINST HIGH-COST DAMAGE

- If something goes wrong (fire, theft, collision, flood, etc) the renter avoids paying the full repair or replacement cost. Instead, they pay a predictable damage waiver fee, which is usually far less than the potential loss.

NO IMPACT ON PERSONAL OR BUSINESS INSURANCE

- Using REP means renters don't have to file claims on their own policies, which could raise premiums or affect coverage limits.

CONFIDENCE TO TAKE ON JOBS

- Contractors and small businesses can accept projects without worrying about uninsured risks, enabling them to rent more often and take on bigger opportunities.

STREAMLINED RENTAL EXPERIENCE

- REP eliminates delays caused by insurance verification, making the rental process faster and more customer-friendly.

WHAT DOES IT COVER?

REP INCLUDES BUT IS NOT LIMITED TO

- Accidental Damage
- Collisions
- Earthquakes
- Falling Objects
- Fire*
- Flood
- Hail
- Overturns
- Theft
- Vandalism
- Wind
- Other non-excluded damages

*see limited fire exclusion

WHO NEEDS REP?

REP INCREASES THE TRUST RENTERS HAVE IN THEIR DEALER

- Customers who do not have physical damage coverages.
- Customers who do not have sufficient insurance coverage.
- Customers who have insurance but want to defer the risk.

WHAT IS NOT COVERED?

REP DOES NOT COVER

- Dishonest or Illegal Activity
- Failure to Maintain Equipment
- Fire - Close Proximity to Open Flame
- In-Transit Damages
- Loss of Use
- Mechanical Breakdown
- Nuclear Hazard
- Temperature/Humidity
- Underground Operation
- War and Military Action
- Wear and Tear
- Weight of Load

REP IS NOT LIABILITY INSURANCE

A liability protection policy protects if someone else is injured or someone else's property is damaged.

- With REP, customers are still responsible for liability coverage through their corporate policy or homeowners' policy.
- Liability coverage for the cash customer should be covered by their personal/homeowners' policy.
- Account customers should be covered by their general liability policy.

WHAT IF THE CUSTOMER DECLINES REP?

CUSTOMERS MUST PROVIDE PROOF OF INSURANCE TO DECLINE REP

Proof of insurance consists of:

- Certificate of Insurance (COI) must be received in order to rent to the customer. Please see individual dealer policy on how to proceed.
- If proof of insurance is not provided prior to the rental contract closing, REP charges will be applied.

For questions about a COI or requests to validate a certificate, contact JT Bates Group at certificates@jtbatesgroup.com

DEDUCTIBLE INFORMATION

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Deductibles are applied on a per occurrence basis. Every separate accident will result in an additional deductible.

| Equipment Value | Deductible |
|-----------------|------------|
| Under \$25,000 | \$1,000 |
| Over \$25,000 | \$2,500 |

UP TO \$500,000 OF COVERAGE PER ITEM, PER OCCURRENCE
If the total cost of the repair or service is less than \$1,000 or \$2,500 the customer pays the full amount.

