

**Blanket
Coinsurance
Use and
Occupancy
Form**

too do the earnings of other classes of business fluctuate according to weather conditions or other indefinite seasonal influences. It is necessary therefore, to select the form which is most adaptable to the particular characteristics of the earnings under consideration. Usually, a standard form will cover all phases of a business. However, where necessary, special forms may be obtained to meet the special conditions which surround certain types of business.

The earnings of many present-day enterprises fluctuate in such a manner that it would be quite impossible to estimate at the beginning of any policy year the periods of busy or slack operations. To meet the need for a comprehensive coverage on this type of earnings, the Coinsurance Use and Occupancy form was devised. For sake of comparison we shall liken it to a blanket fire insurance policy form. The Coinsurance Use and Occupancy form provides blanket cover without specifying a daily or weekly limit of liability. All that is necessary to secure proper protection is the maintenance of sufficient insurance to comply with the coinsurance provision of the policy.

The earnings of a department store offer a good example of retail distribution which could be advantageously insured under the Blanket Coinsurance form. It should not be difficult for the average department store operator to approximate closely the full annual business expected during a next ensuing twelve-month period, but it might be difficult for him to foresee the fluctuations of these earnings and the periods during which they will occur. The Blanket Coinsurance form covers this situation with a minimum of guesswork.

However this is not meant to imply that the Blanket Coinsurance form is not readily adaptable to cover the earnings of the producer (manufacturer), wholesale distributor, or "Service" organization. Always the type of earnings will have a bearing on the selection of the most desirable form.

The Blanket Coinsurance form is divided into two insuring items, as follows:

- Item I. \$. On (a) the net profit which is thereby prevented from being earned and
(b) such charges and other expenses, including salaries of officers—executives—department managers—employees

(Turn to Page 13)