

Excess Casualty: What we have written lately

1st Quarter, 2022

We invite you to read about some of our recent accounts written in Chubb Major Accounts Excess Casualty. Each policy is custom-designed for large commercial clients who seek strong, stable insurance towers – in response to ever-changing risks in their diverse industries. From manufacturing to food and beverage, to commercial trucking, to hospitality chains, Chubb has the precision craftsmanship and deep experience to conceive, craft, and deliver excess insurance coverage to businesses of all kinds. Find out more below:

Heavy Equipment Manufacturer



What layer we bound:
\$15M Lead Umbrella Excess \$5M General Liability and \$2M Auto Liability

Other Lines written by Chubb:
Bermuda and Westchester Excess Liability

Why Chubb? This account initially presented with a hazardous class of business and loss history. After meeting with the client's recently overhauled risk management department we became comfortable with the risk and quoted \$15M capacity.

We were able to provide a lead umbrella quote with favorable terms and conditions at a fair premium. Ultimately, the constant flow of communication between Chubb's Senior Management, the home office team, and our broker resulted in a win for everyone.

Building Products Distributor



What layer we bound:
\$10M Excess \$15M Layer

Other lines written by Chubb:
Bermuda Excess and Property, Financial Lines, Foreign Global Casualty, Professional Lines

Why Chubb? Although this is a complex class of business, Chubb eventually became comfortable with the risks presented. In addition, the premium and attachment points, for General Liability and for Auto Liability, made sense for the applicable exposures. Ultimately, we were able to quote the first excess layer at a competitive premium relative to the lead umbrella and earn the business.



Transportation Services



What layer we bound:
\$10M Lead Umbrella Excess \$5M General Liability and \$10M Auto Liability

Other lines written by Chubb:
Bermuda Excess, Westchester, Environmental, and Surety Lines

Why Chubb? Chubb Global Casualty wrote the primary program prior to 2021 and that experience with the company's operations helped us to target the account this year with an expedited quote. We took the opportunity to quote the lead umbrella, which has a unique structure because the Auto Liability is placed on a retained limit. Chubb's efficient approach utilizing prior experience with the client and targeting early on enabled us to earn this business.

Waste Disposal Company



What layer we bound:
\$10M Lead Umbrella \$2M General Liability and \$3M Auto Liability

Other lines written by Chubb:
Domestic Global Casualty

Why Chubb? Chubb received the primary and lead umbrella submission only a short period before inception. This was an opportunity to build a supported program with Chubb Global Casualty, and we needed to be competitive as a package offering. The two Chubb programs worked together to produce a "OneChubb" deal with a quick turnaround.

We discussed the primary terms and conditions in advance so that the Excess team could attach the necessary forms to follow. The teamwork, open communication, and underwriting support between the two programs allowed us to offer the most competitive quote.

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