

CASE STUDY: Manufacturing

Obtaining the insurance protection needed for global expansion

When this private-equity-backed aviation manufacturing company expanded its operations with a significant acquisition overseas, it needed an expanded insurance program and an insurer comfortable and experienced in the type of exposures the manufacturer is poised to face. As a supplier of metallic parts, kits and assemblies, the company's risk of fire from metal cutting, bending, and welding was substantial, as was the risk of equipment breakdown and worker's compensation claims, with employees often working in repetitive-motion jobs. With new facilities overseas, and global property coverage became a high priority as well.

Taking a global view of protection

Chubb's wide and deep reach often sets us apart. In this case, we were able to use surveys from past years to conduct an in-person survey at the company's main facility and crafted a competitive program for the client. Features the client found particularly compelling were:

- Our global property insurance solution. Other carriers were able to match the depth of coverage Chubb could.
- Risk Engineering services-expertise. The client was very interested in working with our risk engineers to implement solutions such as ergonomic adjustments to help lessen worker's compensation injuries and industrial hygiene testing to help prevent occupational disease exposures.
- Private Equity expertise. Since Chubb has a private equity industry practice, our clients know we are comfortable dealing with the exposures of this type of business.

In addition, Chubb brought in a Claims Business Consultant (CBC) to onboard the client, providing a direct contact if needed. While a CBC may not be part of a client program in all cases, the property exposure was extensive enough on this case to warrant the additional personalized service.

Chubb coverages provided:

- **Global Property Insurance** including global equipment breakdown coverage and local-admitted placements in India and Australia
- **US General Liability Insurance**
- **US Auto Insurance**
- **US Workers Compensation Insurance**
- **Umbrella Insurance**
- **International Casualty (Advantage) Insurance** including General Liability, Auto, Foreign Voluntary Workers Compensation, Business Accident, Kidnap/Ransom, Employers Responsibility and local-admitted placements for India and Australia

Want to see how Chubb can help solve your specific challenges?

Contact your agent or local Chubb underwriter today.