Excess Casualty: What we have written lately
3rd Quarter, 2019

U.S. Based Concrete Manufacturer

WHAT: Lead $10M umbrella excess of $2M general liability and $10M auto liability

OTHER LINES WRITTEN BY CHUBB: Chubb Global Casualty

WHY: Chubb assisted new broker in guiding the insured through a significant change in the marketplace providing several insurance alternatives, including different auto liability attachments. Chubb’s responsiveness and ability to provide a tailored insurance program across both Primary and Excess Casualty helped secure this new business.

Food, Beverage & Merchandise Concessions

WHAT: $25M excess of $75M

OTHER LINES WRITTEN BY CHUBB: Financial Lines

WHY: Chubb received the opportunity from the broker; having familiarity with the risk after several years of reviewing, the underwriting team was able to put together a competitive quote quickly for the customer.

Large National Chain Restaurant Group

WHAT: $25M excess of $50M

OTHER LINES WRITTEN BY CHUBB: Financial Lines

WHY: Chubb had quoted this business each year over the past four years through the same underwriter. Chubb was able to offer competitive quotes for various layer options in a short time frame. Our regional operations team was instrumental in assisting the underwriter during negotiations. Our broker recognized the overall collaborative effort and perceived that our financial strength and capabilities, superseded that of the competitors, this was a key differentiator in winning the business.

Commercial Trucking/Logistics Company

WHAT: $10M excess of $10M with a $5M/$5M corridor eroding the limit

OTHER LINES WRITTEN BY CHUBB: Westchester $5Mx20M

WHY: Together with Westchester Casualty, Chubb Excess Casualty provided a solution for the broker and our new insured to replace a quota share layer with a structure that we felt was sustainable for a long term partnership. Chubb Accelerator’s capability to digitize UM/UIM signature was a great value-add for the insured with a large fleet.

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