

CASE STUDY:  
Manufacturing

# Taking a chance on a new business. Relying on a trusted carrier.

As a manufacturer of pressure, humidity, temperature and flow sensors, valves, actuators, and monitoring instruments for industrial and commercial customers, this company faces a multitude of challenges. Potential products liability, use of hazardous materials, and workers exposed to occupational disease are just a few exposures they might need to deal with on a daily basis. So, when they were acquired by a private equity firm and combined with a spinoff division of an engineering firm to form a new entity, the overall business's risks were large and varied.

## **Working with a carrier who is willing to take the risks associated with a new business**

While Chubb had previously provided insurance for the engineering firm, they were not the incumbent for the manufacturer. However, because the private equity firm already trusted Chubb, they set up a Risk Engineering survey for the new business' main location that involved multiple carriers — and allowed Chubb to run the meeting and ask virtually all the questions. In addition, they inspected the facility, looking at the hydraulic systems, shut offs, and general condition of the plant.

Using the “One Chubb” approach, Chubb's lead underwriter and a team of product specialists quickly compiled a comprehensive quote. The client was pleased to find competitive pricing, global blanket limits extending to the new business's multiple U.S. facilities and seven overseas locations, and coverage for multiple lines of business including shipping around the world and the liability protection they needed. It's not always easy to coordinate multiple lines of business, but Chubb made the process seamless to the broker and the client — and in the end, provided the new company with the coverage they needed to move forward with their endeavors.

Dealing in private equity often means that, as a carrier, you don't necessarily have all of the information you need. With their expertise in private equity, Chubb understands the risks and are willing to give new businesses the protection and the chances they need to get started.

### *Chubb coverages provided:*

- **Worldwide General Liability including Manufacturer's Errors and Omissions**
- **Worldwide Property**
- **Casualty for seven overseas locations**
- **Worker's Compensation**
- **Auto**
- **Cargo**
- **Umbrella**

### **Chubb was incumbent on management liability lines:**

D & O – ForeFront Portfolio 3.0  
CRIME – ForeFront Portfolio 3.0  
FIDUCIARY – ForeFront Portfolio 3.0  
EMPLOYMENT – ForeFront Portfolio 3.0

Chubb also unsuccessfully quoted Aviation, Environmental, and Cyber and have the broker's commitment to market those lines to Chubb again next year.

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

Contact your agent or local Chubb underwriter today.