

# Chubb's Manufacturing Industry Practice

As manufacturers embrace evolving technology and the impressive productivity gains that come with innovation, the insurance industry must think about manufacturing exposures in new ways. Chubb understands these challenges and our Manufacturing Industry Practice is positioned to proactively help companies of all sizes navigate and thrive in today's world of uncertainty.

## Key Highlights

### CHUBB'S MANUFACTURING INDUSTRY PRACTICE HAS...

- Over 50 years of experience providing insurance solutions to address the diverse exposures facing manufacturers
- Underwriting appetite to support manufacturers as they develop new technologies or enter into new industries, with significant capacity to support monoline or integrated insurance programs
- Global capabilities to help protect multinational operations and exposures through one of the largest networks of owned, local branches throughout the world
- Deep manufacturing expertise across underwriting, claims, and risk engineering, as well as IoT and technology capabilities

## World Class Services Offerings

- 2,100 claims professionals with specialized industry experience servicing clients in North America
- 500+ global in-house risk engineers with deep industry and technical knowledge to help manufacturing companies identify, mitigate and control risk
- Advanced services in business continuity planning and supply chain disruption
- Infrared thermography analysis to help identify hot spots without disrupting electrical services or business operations

## Target Classes

- Precision Manufacturing
- Aerospace and Automotive
- Metal Fabricators
- Advanced Robotics
- Industrial Equipment Manufacturers
- Contract Product Manufacturers
- Chemical Manufacturers (GL and umbrella appetite)

## CHUBB SOLUTIONS

- Primary Casualty
- Property
- Umbrella
- Accident & Health
- Cyber

- Environmental
- Financial Lines
- Multinational
- Product Recall
- E&O

- Foreign
- Marine
- Aviation

## What We Have Written Lately

Risk Description	Insurance Written	Premium Amount	The Chubb Difference
Components and parts supplier for military aircraft	<ul style="list-style-type: none"> <li>• Package</li> <li>• Auto</li> <li>• Workers Comp</li> <li>• Umbrella</li> <li>• Aircraft Products Liability</li> </ul>	\$320,000	<ul style="list-style-type: none"> <li>• Aircraft Products Liability written on an admitted basis</li> <li>• Deep knowledge of federal government contractor exposures</li> </ul>
Printing/labeling equipment manufacturer	<ul style="list-style-type: none"> <li>• Auto</li> <li>• E&amp;O</li> <li>• Global Package, Umbrella</li> <li>• Workers Compensation</li> </ul>	\$100,000	<ul style="list-style-type: none"> <li>• Industry knowledge allowed for a quick turnaround for a new broker with a tight timeframe</li> <li>• Ability to globalize our package policy</li> </ul>
Packaging manufacturer	<ul style="list-style-type: none"> <li>• Global GL</li> <li>• Auto</li> <li>• Work Comp</li> <li>• Cyber</li> <li>• Ocean &amp; Inland Cargo</li> </ul>	\$1,500,000	<ul style="list-style-type: none"> <li>• Existing strong relationship with insured on both the underwriting &amp; TPA side</li> <li>• Program aggregate over the casualty line retentions</li> <li>• Service commitments to address concerns from prior carrier's service</li> </ul>

## What We Have Paid Lately

- Insured imported a pump from China to be sold along with the products that they manufacture. A pump caught fire and caused \$2.45mm in damages to the building, personal property and business income of both the customer who purchased the pump as well as the building owner. There was no contract with the supplier of the pump in China nor do they have a U.S. presence. Thus, subrogation against the pump manufacturer is not possible. The claim was settled for \$1.1mm plus \$150,000 of defense expenses.
- Insured suffered a fire to a long-term manufacturing facility that destroyed much of the facility with what remained being torn down after the fire. Six years after the fire, the insured received a directive from the state to clean up specifically identified pollutants, alleged to have caused both soil and groundwater contamination, from the site. As a part of Chubb's Environmental insurance policy, purchased by the insured, Chubb hired a consultant to work with the insured in response to the state as well as remediate the claim. Chubb paid approximately \$5mm for remediation of the site.

## Web Links

- [Insurance for Manufacturers](#)
- [Agent & Broker Resource Center](#)
- [Claims Service – What Makes Us Unique](#)

## WHY CHUBB?

- |                                 |                                    |                             |
|---------------------------------|------------------------------------|-----------------------------|
| • <b>Underwriting Expertise</b> | • <b>Risk Engineering Services</b> | • <b>Global Reach</b>       |
| • <b>Tailored Solutions</b>     | • <b>Superior Claims Service</b>   | • <b>Financial Strength</b> |

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S.-based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Risks subject to full underwriting review and acceptance; premiums may vary. Reasons listed for why an insured chose Chubb based on perceptions of Chubb employees from communications with producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600.