

manufacturing

MANUFACTURING COMPANY

For more information contact your Conner Strong & Buckelew representative at 1-877-861-3220.

THE ISSUE

As part of a new business discussion with a prospect, it was agreed that we would perform our proprietary *Conner Strong Consultative Review*, a thorough analysis of their risk management and insurance programs. As a result of this review, we determined that the Property Policy did not include Flood coverage for any of the insured's locations. This included their main manufacturing facility even though this location was not in a Special Flood Hazard Area of 100 Year Flooding as determined by FEMA. This was a serious oversight considering the total insured values associated with this location.

OUR RESPONSE

The prospect awarded us as Broker of Record and requested that we fix this serious coverage gap. During our marketing efforts, we explored alternative solutions from various carriers to include coverage for all of their locations. We were successful in getting Flood coverage up to the policy limits for their sites, including the main manufacturing facility.

THE RESULT

During the following policy period, the insured suffered a \$1.2 million flood loss at the main manufacturing location. Due to Conner Strong & Buckelew's recommendations, they were properly insured, and the insurance carrier paid for the Flood loss. Without our consultative review and necessary corrections to their policy, the client would have been completely uninsured for this loss.

