

CASE STUDY: Manufacturing Liability Suit

SITUATION:

A large machinery manufacturer found themselves in a difficult situation with a liability suit involving one of their machines. They were insured by a local broker who lacked specific expertise in the machinery industry. They quickly discovered that the situation was well beyond the capabilities of their existing broker.

SOLUTION:

The CFO had met George Forrester and other representatives from AH&T Insurance at various industry events over the years and was aware that AH&T has a specialized insurance and risk management practice focused specifically on manufacturers of machines. After determining that their local broker was not equipped to help them through their legal predicament, they decided to give AH&T a try.

AH&T worked with their existing insurance carriers and their legal team to facilitate quick resolution of the issues.

Once the immediate issues of the liability suit were resolved, AH&T worked with the client to put into place an innovative risk assessment and risk management program that is integrated with their insurance. This approach has enabled the company to identify potential hazards early in the design process and results in the manufacture of safer machines. This increase in product safety has made the company a better insurance risk and resulted in lower insurance rates.