

# Manufacturing Success Stories: Turning Complex Risks into Opportunities

## Count on The Hartford For:

### Knowledgeable, Industry-Experienced Underwriters

Experienced underwriters who understand manufacturing operations and help tailor solutions to address complex risks.

### Strong Risk Engineering Capabilities

Practical insight and recommendations to help manufacturers improve safety, strengthen operations, and manage risk across their facilities.

### Timely, Proactive Claims Approach

Responsive claims support designed to help manufacturers resolve issues efficiently and keep operations moving forward.

## Success Stories

| Type of Account                          | Lines Written                                                           | Premium | Reason We Won                                                                                                                                                                                                                                                               |
|------------------------------------------|-------------------------------------------------------------------------|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Plastic Manufacturing                    | Workers' Compensation<br>Auto<br>General Liability<br>Excess            | \$950K  | <ul style="list-style-type: none"> <li>Strong broker relationships</li> <li>Willingness to explore creative solutions</li> <li>Collaboration between our General Industries and Complex Liability Solutions teams</li> <li>Deep manufacturing industry knowledge</li> </ul> |
| Metal Manufacturing                      | All Lines                                                               | \$1.12M | <ul style="list-style-type: none"> <li>Proactive outreach and follow-up</li> <li>Early risk engineering engagement</li> <li>Strong understanding of operations and exposures</li> <li>Ability to address complex underwriting challenges</li> </ul>                         |
| Food Manufacturing                       | All Lines<br>(+ Separate Life Sciences Placement for Affiliated Entity) | \$1.6M  | <ul style="list-style-type: none"> <li>Rapid response to a complex opportunity</li> <li>Close collaboration among our underwriting, industry, and risk engineering teams</li> <li>Competitive solution supported by detailed site assessments</li> </ul>                    |
| Transportation – Commuter Rail Authority | Auto<br>Worker's Compensation                                           | \$1.5M  | <ul style="list-style-type: none"> <li>Cross-functional collaboration</li> <li>Validation of risk-transfer controls and subcontracting structure</li> <li>Technical underwriting discipline that turned an out-of-appetite risk into a viable opportunity</li> </ul>        |
| Transportation – Freight Broker          | Auto<br>(Supporting Existing GL Relationship)                           | \$500K  | <ul style="list-style-type: none"> <li>Detailed operational analysis that distinguished logistics exposure from trucking exposure</li> <li>Strong risk-transfer review</li> <li>Fast collaboration to create a customized auto solution</li> </ul>                          |

## Explore manufacturing solutions.

Visit [TheHartford.com/manufacturers](https://www.TheHartford.com/manufacturers) or contact your local underwriter.



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