

Product Liability Led Solutions

December 2025



Manufacture of Air Filters and Hoses for Formula 3 Racing

GWP Range
£15,000 - £18,000

This manufacturer supplies directly to Formula 3 teams who handle installation, which helps reduce liability concerns. We were able to offer a Long-Term Agreement, and the client was interested in our Arch Risk Management Plus solution, establishing a promising foundation for risk management.



Manufacture of CBRN Protection for Military Platforms

Gwp Range
£10,000 - £15,000

For This manufacturer of filtration systems for military armoured vehicles, we provided a quotation within 48 hours, offering an alternative to a Lloyd's placement. The solution included enhanced wording, broader coverage, attractive commission, and a customised ARM Plus package specifically designed to address the unique requirements of the defence industry.



Composites and GRP Manufacturers for Marine and Defence

GWP Range
£110,000 - £115,000

For this complex risk, our team conducted a pre-survey before joining the broker's client presentation. The benefits of ARM Plus proved particularly valuable in securing this business. The client came on board in October 2025 and quickly engaged with multiple ARM Plus features, highlighting the platform's relevance to their operations.



Installers for Factory Automation Machinery

GWP Range
£15,000 - £18,000

Initially considered challenging due to 100% work-away exposure, further investigation revealed this was the UK arm of a Czech manufacturer installing equipment in UK facilities. We were able to provide a more favourable rate than the holding market while ensuring appropriate coverage for the client's specific operational model.



Procurement Broker for Defence Sector (Tanks/Aviation/Marine)

GWP Range
£10,000 - £15,000

This specialist broker required a same-day quotation for defence components. 'Hold Harmless' agreements provided reassurance. While some markets were hesitant due to defence industry associations, our assessment identified limited liability through arms-length exposure.

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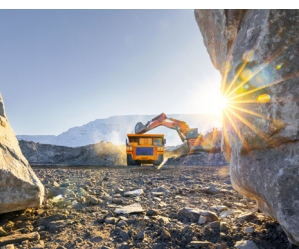
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Manufacturers of Electrical Stimulation Equipment

GWP Range
£5,000 - £10,000

A manufacturer of physiotherapy devices promoting blood flow for muscle healing, where the products are used by Premier League football teams for player recovery. Our broker sought an alternative to existing life science insurers. Products qualified as non-invasive with low injury risk. We were able to meet pricing targets while providing the right coverage.



Mining Software Developer

GWP Range
£30,000 - £40,000

This developer was facing considerable rates from their previous insurer. Our assessment recognised their product as topography mapping software that wasn't safety-critical, which improved their risk profile. We delivered a 50% rate reduction compared to the holding market. We were also able to accommodate significant US turnover and implement appropriate protocols for employee mine site visits.



Manufacturer of Chemical Additives for Oil & Gas

GWP Range
£5,000 - £10,000

The broker was looking to avoid the London Market's higher minimums. We recognised the value of reciprocal 'hold harmless' agreements and thorough testing protocols. We offered a highly competitive premium in comparison to holding insurer.



Contract Manufacturer of Tire Sealant Adhesive

GWP Range
£8,000 - £12,000

This manufacturer produces sealant for tire puncture repair in agricultural equipment, mowers, and bicycles. Our team carefully assessed exposure, performance history, and risk mitigation measures including quality control and labelling. We met pricing expectations while providing enhanced coverage for this UK-only risk.

Our Award-winning Team



Winner
5 Star Claims Winner
2025



Winner
2025 Underwriting
Service Quality Marquee



Winner
Broker Partner
of the Year



Winner
Insurance Times Commercial Lines
Survey 2025, 5 Stars

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Together®**

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