

## Product Liability Led Solutions

July 2025



### Manufacturer of natural baby baskets, with US exports

GWP Range  
£26,000 to £28,000

A broker presented a baby essentials manufacturer with split coverage between Lloyd's and another insurer. Despite US export challenges, we created a consolidated package with a £2M LOI, which satisfied both client and broker and was validated by subsequent risk assessment survey, improving their overall insurance structure.



### Manufacturers and installation of fire doors

GWP Range  
£25,000 to £27,000

Our local broker needed to consolidate their client's coverage to a single market solution. Our underwriting team delivered the required terms, including efficacy coverage. The client was impressed by our ARM Plus offering, resulting in a satisfied client and broker.



### Manufacture of gloves and PPE supplied to the emergency services and military authorities

GWP Range  
£22,000 to £24,000

Previously in Lloyd's market, this manufacturer of protective equipment for emergency services sought a more direct partnership. Our broker preferred Arch's hands-on approach, enabling thorough risk assessment through surveys. We implemented ARM Plus to facilitate risk improvements, giving greater protection and client satisfaction.



### Playground Installation

GWP Range  
£19,000 to £21,000

We secured direct insurer access for a broker previously using Lloyd's channels for their client's play equipment. By offering favourable terms with installation coverage, we successfully transitioned this account. Our ARM Plus risk management services created a streamlined partnership serving both broker and client needs.

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### Online Tyres and Motor Accessories Sales – Liabilities Only

GWP Range  
£29,000 to £31,000

We provided liability coverage for a company supplying tyres to RAC members, acting as intermediary between customers and BFSC fitters at pre-approved locations. Despite the complex arrangement where fitters work independently using established manufacturers' products, we stepped in when the incumbent insurer declined.



### Lithium Materials Manufacturing

GWP Range  
£109,000 to £111,000

We secured a complex liability risk for a manufacturer of lithium-based materials used in pharmaceuticals and batteries. Previously placed in Lloyd's, we analysed manufacturing processes and end-use applications. With lead time and London Market team collaboration, we developed a comprehensive solution that delighted the broker, including ARM Plus risk management services.



### Surveillance Technology Provider

GWP Range  
£28,000 to £30,000

We secured coverage for a manufacturer of surveillance and recording equipment for police and military use. Despite US exposure (50% of revenue) and efficacy concerns that deterred the previous insurer, our assessment determined manageable risk. We outcompeted two leading insurers with comprehensive coverage including efficacy protection and ARM Plus services.



### Satellite Communications Systems Provider

GWP Range  
£32,000 to £34,000

We secured coverage for a company installing electronic systems including satellite communications. Despite US contracts with harmless clauses that deterred other markets, our assessment revealed limited exposure from test-environment applications. With Aviation/PI placed separately, we provided coverage after the previous insurer withdrew, including ARM Plus services.

## Our Award-winning Team



Winner

5 Star Claims Winner, 2024



Winner

2025 Underwriting Service Quality Marque



Winner

Broker Partner of the Year



Winner

Insurance Times Commercial Lines Survey 2025, 5 Stars



Winner

Insurance Times Commercial Lines Insurer of the Year

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