

# INLAND MARINE WHAT HAVE WE WRITTEN LATELY?



## Westchester

Westchester offers comprehensive specialty solutions for businesses insurance needs. We take a holistic approach to the broker relationship, emphasizing excellence in all of our products. Our approach creates a unique offering that our brokers appreciate and enables us to provide the best products and services to meet their clients' needs.

Examples of the breadth of Inland Marine accounts we have written recently:

Class of Business	Coverage Written	Approx. Premium	Why did they Choose Westchester?
Inland Marine 			
<b>Communication and Radio Towers</b>	Inland Marine	\$112,000	Provided coverage for communication towers, ground equipment and buildings under one property policy.
<b>Railroad Construction Project in Massachusetts</b>	Builders Risk	\$245,000	Our long standing relationship with the developer.
<b>Apartment Complex</b>	Builders Risk	\$266,000	Flexibility in Policy Term and CAT limit deployment.
<b>Renovation including existing structure</b>	Builders Risk	\$269,000	Westchester was the lead form on a TIV over \$250M, risk engineering expertise and form gave us the edge over the competition.
<b>Construction</b>	Contractor's Equipment	\$680,000	Flexibility in crafting our coverage form to meet the clients needs.
<b>Apartment Complex</b>	Builder's Risk	\$254,000	Flexibility in Policy Term and limit deployment.

Class of Business	Coverage Written	Approx. Premium	Why did they Choose Westchester?
<b>Inland Marine</b>			
<b>Wood Frame Rehabilitation Center</b>	Builders Risk	\$224,500	We were approached to take a small share of the risk, but one of our larger competitors backed out of their lead line at the last hour, this put our client at risk of losing the entire deal. We expanded our capacity quickly filling the void.
<b>Wood Frame Apartment complex</b>	Builders Risk	\$200,600	Became the lead when we offered \$30,000,000 in named storm limits.
<b>Mixed-Use Apartment Tower</b>	Builders Risk	\$200,000	Long standing relationship with the developer in addition to our superior Named Windstorm CAT capacity.
<b>Fire Resistive Apartment Tower</b>	Builders Risk	\$150,000	Able to provide a quick, admitted, customized policy which differed from a competing non-admitted option.
<b>Class A Office Building</b>	Builders Risk	\$80,000	Able to prove a superior technology and cyber program combining manuscript coverage, underwriting expertise and loss control services.
<b>Mixed-Use Property</b>	Builders Risk	\$200,000	Part of a FI portfolio roll – we bound all 5 distinct portfolio companies. Our breadth of coverage made the difference.
<b>Apartment Construction</b>	Builders Risk	\$110,000	The insured chose us over an MGA market because we are an established carrier that could offer a competitive program on admitted basis.
<b>Class A Office Tower</b>	Builders Risk	\$291,000	A competing retail broker had blocked much of the viable domestic named Windstorm capacity. We were able to win the deal based on our available limits and coverage forms. This should also lead us to an additional \$150K Builders Risk deal next month with the same retailer.
<b>Homebuilder</b>	Builders Risk	\$150,000	Superior new homebuilder form that specifically addressed the client's needs.
<b>Hospital Construction</b>	Builders Risk	\$73,000	Based on our long lasting relationship with the producer and insured through multiple classes of business within Westchester.

[View All Products](#)

This material contains product summaries intended for use solely by properly licensed insurance professionals. The insurance policy actually issued contains the terms and conditions of the contract. All products may not be available in all states and surplus lines products can be offered only through licensed surplus lines producers. Insurance provided by Westchester Fire Insurance Company and its U.S. based Chubb underwriting company affiliates. Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com).

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