



OUR KNOWLEDGE IS YOUR EDGE

## IndustryEdge<sup>®</sup> for warehousing

### IndustryEdge<sup>®</sup>

At Travelers, we recognise that no two industries are the same and that dealing with the complexities of many different specialist industries can be both a challenge and opportunity. That's why we provide industry-specific expertise and solutions called IndustryEdge<sup>®</sup>.

IndustryEdge<sup>®</sup> is a sign of our true expertise in specialist areas, incorporating unique industry understanding and offering a genuine knowledge of your clients' needs before delivering the right insurance solution for them.

IndustryEdge<sup>®</sup> is a fully integrated business solution of underwriting, risk control and claims services tailored to industries where Travelers has a knowledge edge.

Each IndustryEdge<sup>®</sup> product is designed with industry-specific solutions in mind and has the ability to be customised based on your clients' specific business risks. We conducted extensive research in key UK industries to better understand their unique concerns and exposures, and developed broad and customised covers within each sector.

### Customised commercial insurance by industry

We believe in the power of expertise. Our employees are known for their unparalleled insurance knowledge and their dedication to their crafts of underwriting, claims and risk control.

In addition to knowing insurance, we also have a deep understanding of the industries in which we specialise. This means we are able to factor industry differences in to our pricing and benefit those customers who have effective risk management programmes. Many of the UK's top businesses and organisations trust Travelers because we appreciate the intricacies of the risks they face and develop solutions to mitigate those risks.

The same level of expertise that enables us to develop solutions for some of the largest and most complex organisations is also available to mid-size companies via IndustryEdge<sup>®</sup>.

### IndustryEdge<sup>®</sup> sector specific risk control

Our industry knowledge and expertise enables your clients to benefit from practical, cost-effective risk management solutions to a wide spectrum of industry specific concerns and emerging issues.

With over 105 years of safety management experience and leading industrial hygiene, fire and forensics laboratories to call on, we have the expertise to provide customers with guidance specific to industry, size and complexity.

Our dedicated team of risk control professionals have the knowledge, experience and technical ability to help businesses identify and reduce exposures that could result in injuries or damage to stock, equipment and other property insured. These risk control experts are available at the point of need, either on site, on demand or online.

We have a range of industry focused risk management guidance that highlights and addresses specific industry exposures. In addition, our website houses a collection of safety and risk management resources that include everything from industry

guides, technical bulletins, useful checklists, factsheets, sample forms and webinar replays available through the secure area of our website.

Through the use of innovative software, we are able to share videos, images and screens enabling us to provide remote consulting services no matter where you're located.

### **IndustryEdge® unrivalled claims service**

At Travelers, the importance of effectively managing claims is clear. Our dedicated claim specialists fully understand the claim scenarios likely to be faced within each of our IndustryEdge® product sectors. This means that your clients will benefit from the in-depth knowledge of our claims professionals who are on hand at every stage of the claims process in order to minimise business impact.

We offer:

- 24 hour emergency helpline for property claims
- Ability to report claims 24 hours a day, 365 days a year via electronic claims
- Rehabilitation programme to improve return to work of employees
- For eligible larger policyholders, a full claims handling service for claims falling within deductibles and aggregates

### **Sector specific coverage**

IndustryEdge® products are now available for the following sectors

#### **Food and Drink Manufacturers**

IndustryEdge® for food and drink manufacturers is designed to address the industry-specific risks that food and drink manufacturers face.

#### **Hotels and Restaurants**

From spas and golf courses to gyms, pools and restaurants, the hotel industry is full of assorted properties. It's also full of diverse risks and exposures. Fortunately, Travelers offers customisable solutions for hotels and restaurants dealing with real-world risks.

#### **Industrial Machinery Manufacturers**

Whether your client manufactures confectionary machinery, industrial pumps or internal combustion engines, we understand this sector's unique set of exposures.

#### **Metal Goods Manufacturers**

Whether your client is a precision engineer, a metal processor or fabricator, they will want to be confident that their insurance is providing them with the protection they need.

#### **Plastic Goods Manufacturers**

IndustryEdge® for plastic goods manufacturers provides the coverage and support necessary to keep operations running smoothly in the event of loss or damage.

#### **Printers**

As printers embrace technological change, they also face new risks. Travelers offers customisable insurance solutions specifically for printers.

#### **Technology**

With technology evolving at an ever faster rate, our two technology products will ensure that Electronics Manufacturing and Assembly, and IT & Communications companies stay ahead of the emerging risks.

#### **Warehousing**

The warehouse industry faces many unique risks and exposures. IndustryEdge® for the warehouse sector is custom-designed for the industry.



# We've done the heavy lifting to ensure warehousing risks are covered

We understand the wide and varied exposures faced by the warehousing industry and have designed a product to protect your customers against a range of exposures.

## Who is our Warehousing package for?

We can consider more than 60 different types of warehousing clients including those involved in:

- Industrial machinery and supplies
- Food and drink
- Plumbing and heating
- Construction materials
- Home furnishings
- Professional equipment and supplies
- Electrical apparatus and equipment

## What our Warehousing package covers:

- Property damage
- Goods In transit
- Money and personal accident (assault)
- Deterioration of stock
- Network security
- Computer all risks
- Business interruption
- Employers' liability
- Public and products liability

The minimum premium is £10,000 per annum.

## Features of cover can be extended to include:

### Property damage:

- Exhibitions - covers property at exhibition, including transit to and from, within the territorial limits
- Condemnation of undamaged property - covers the loss of undamaged property condemned by regulatory authorities.
- Non-ferrous metals commodity index - recognises the volatility of NFM pricing linking the replacement cost to an appropriate index.

### Deterioration of stock:

- Combined property damage and ICOW limit - provides a blended property damage and increase in cost of working limit following a change in temperature.

### Business interruption:

- Network security - provides limited protection to the business following a targeted hacking or virus attack on the insured's computer or telecommunications system.

## IndustryEdge® Risk Control

Our dedicated team of risk control professionals have the knowledge, experience and technical ability to help your warehousing clients identify and reduce exposures that could result in injuries or damage to stock, equipment and other property insured.

We can provide industry specific guidance on:

- Fire prevention and protection measures
- Business continuity planning
- Health and safety hazards and controls
- Environmental issues
- Security controls
- Product quality control

We also offer access to a collection of safety and risk management resources relevant to the warehousing industry.

## Topics include:

- Evaluating and assessing the hazards associated with metal halide lighting
- Managing the hazards to employees associated with manual handling
- Assessing quality control processes in order to manage products liability exposures

For more information about IndustryEdge® for Warehousing, visit [travelers.co.uk](http://travelers.co.uk)

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