



R&D company, developing production line products for the food industry, paying £4,000 + IPT for a standard Engineering Package policy;

- > They are invited to tender for a contract to supply an industrial process machine to the factory owned by a large US-based Coffee Shop chain;
- > Initial contract worth \$5m, with products going to 2 of the Customer's factories in the USA. The contract also requires the Proposer to;
- > Name the US Customer as an Additional Insured; and
- > Amend the policy cancellation condition, so that the US Customer is notified in the event of cover being cancelled
- > Supply a copy of the quotation, to the US Customer, as part of the Tender document
- > Proposer left the insurance requirement to "the last minute" only to find that the North American exports percentage prevented their existing insurer from quoting;
- > Our specialist product liability market delivered a quotation, within the short timescale, which met the requirements of the tender;
- > Proposer went on to win the contract, incepting cover at a premium of £45,000 + IPT