



CASE STUDY

Machine & Fabrication Specialists, Inc (dba G&R Metals)

THE SITUATION

G&R Metals was happy with their current agent and although they were hesitant to schedule an appointment with Bankers Insurance, they agreed to meet for 15 minutes. After they learned about our model and the VMA Program, they realized that Bankers Insurance could assist them in improving upon what they currently have.



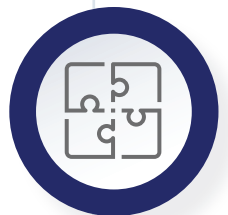
THE CHALLENGES

Bankers Insurance then performed a risk assessment of the insured's current policies. We uncovered over \$9,000,000 in current coverage gaps within their property and liability policies that the insured was not aware of. In conclusion, there were several areas within their risk transfer and policies/procedures that would need revised. The revisions would reduce the company's liabilities and help the insured save on premium due to key predictive modeling indicators.



THE SOLUTIONS

Once the risk assessment was completed, Bankers Insurance put together a comprehensive presentation to underwriting to aid in premium pricing. We negotiated over 37% savings using our exclusive relationship with the VMA. To address coverage gaps, Bankers Insurance added several endorsements that covered these exposures. The levers that were pulled due to our best in class risk management helped offset the additional cost to cover the coverage gaps.



THE RESULTS

Bankers Insurance provided G&R Metals with comprehensive risk management templates to ensure that they would never pay for another company's mistake. We saved the insured over 37% while also providing over \$9,000,000 in combined coverage limits per the gaps identified. Now that G&R Metals is backed by the VMA endorsed insurance program, they are now eligible for dividends after the policy is expired, subject to agreed upon program percentages.

