



USI Risk Strategies

Risk Management & Claims Resolutions Specialists

Greg Skorheim, Senior Vice President, Claims Resolution

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Another Win for our Clients

LOSS DESCRIPTION

A catastrophic fire at a seafood processing facility caused major damage to buildings and machinery/equipment and resulted in a significant interruption to operations.

KEY CHALLENGES

- Damage to plant and processing equipment resulted in impaired operations for a lengthy period of time; approximately 9 months.
- Labor costs increased significantly resulting in extra operating expenses.
- Calculating and proving the client's claim for extra labor costs was exacerbated by the voluminous data needed to support the claim.

CLAIM RESOLUTION HIGHLIGHTS

We first identified these additional costs and convinced the reluctant client that our further analysis of labor costs would prove fruitful. We then prepared an effective labor cost analysis to clearly show that the client had suffered extensive additional costs.

CLIENT RESPONSE

Overall the client was very pleased with the outcome of our claim resolution approach. The costs amounted to over \$303,000 which we recovered fully from the insurer. Another win for our clients!

This example is typical of the many coverage and valuation issues that can come up in a large property claim. Having the ability to match resources with the insurer is critically important to the successful recovery of the client's claim. Please feel free to call us if your client has a challenging claim to resolve.

CLAIMS RESOLUTION SERVICES ALERT

Successful resolution of our clients' property and casualty claims requires the resources of a team of technical professionals with a wide array of talents. These experts all contribute to investigating, valuing, and resolving each claim we undertake. Our team includes experts in business valuation, forensics accounting, engineering, risk management, economics and property appraisal.

We recently assisted a client with the resolution of a complex property claim from a catastrophic fire. While we focused on assessing, valuing, documenting and resolving their claim with their insurers, our client was able to stay focused on recovering their complex business operations.

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USI is committed to excellence in each individual service we provide. Privately-owned and highly regarded, we're able to attract and retain top professional talent in all of our insurance practice areas. These include: commercial insurance, employee benefits, retirement plan services, executive benefits, business continuation planning, asset management, estate planning and personal insurance. We strongly believe that our clients can benefit from seeing and managing financial opportunities and risk from a unified perspective. Please ask your USI representative for additional information about the many ways in which we help clients create value and manage risk.

COMMERCIAL SERVICES

Commercial Insurance &
Risk Management Consulting

Employee Benefits

Health & Welfare Benefits
Retirement Plan Services
Executive Benefit Services
Voluntary Benefits

Business Resources

Corporate Transaction Services
Business Continuation Planning

Industry Specialization

Agri-Business
Healthcare Management Services
Life Sciences
Non Profit
Professional Services
Technology

PRIVATE CLIENT SERVICES

Estate Planning

Asset Management

Personal Insurance

Property, Auto and Liability Insurance
Personal Life, Health, Disability and
Long-Term Care Insurance

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