

Lawley

PROTECTING YOUR FACILITIES



An Integrated Approach to Manufacturer's Risk Assessment

As a manufacturer, you have unique insurance, employee benefits and risk management challenges. At Lawley, our mission is to guide you through the increasingly complex world of manufacturing insurance and employee benefits. When you partner with us, you get more than just a quote. You get a team of insurance, employee benefits and risk management professionals who understand the different types of manufacturing and how to provide continuous strategic planning and protection. By exploring different coverage options like Trusts or Captives, our manufacturing insurance team will provide proactive service with adaptable solutions to meet your ever-changing needs.

To learn about protecting your business, contact us at:

lawleyinsurance.com/manufacturers

1.844.4LAWLEY

Our Five-Step Approach

1	Strategic Assessment <i>We ask questions and listen - preliminary research helps us learn your business</i>
2	Review and Audit <i>We dive deep into data and analyze your summary of findings to determine the best solution</i>
3	Market Analysis <i>We constantly survey the marketplace through comprehensive evaluations and negotiations</i>
4	Alternatives and Recommendations <i>Our diagnostic tools include comparative information and benchmark data to deliver protection options based on research</i>
5	Value-Added Service Timeline <i>Our work never ends, we continuously monitor your plan and communicate with your team so there are no surprises</i>

Services We Offer

- Expertise specifically managing manufacturing claims
- Employee Benefits options for your employees
- Associates dedicated to guidance on current legislation that affects your business, such as the Affordable Care Act (ACA)
- Assistance with OSHA compliance
- Continuing education through seminars, webinars and newsletters
- Risk management services which include safety training and more

Manufacturing | Risk Management/Loss Prevention

Time is money. So, when your employees cannot work, it can cost more than you think. Lawley can not only protect your business through insurance and employee benefits, but proactively protect your employees through training and risk management best practices specific to your operation and needs.

**\$7.6
BILLION**

The gross domestic product of manufacturing in the Buffalo/Niagara market in 2013. This number continues to rise.

Claim Services | *Our dedicated claims consultants are experts in the analysis and effective management of insurance claims for manufacturers across all industries.*

- Claim analysis
- Claim and accident investigation consultation
- Claim Reviews — Telephone or in person
- Claims loss development analysis
- Claim Status Diaries — follow up with the carrier adjuster to mitigate the losses and close claims as soon as possible
- Experience Modification Analysis including claim trend analysis

First Aid Medical | *Lawley administers a program allowing you to self-pay small medical-only claims. This is a prudent way to handle claims that would otherwise impact your experience modification.*

- Lawley will review workers compensation claims to determine if the coding and charges are appropriate and if the claims qualify for first-aid only payments
- Lawley will provide summaries of savings
- Fee Schedule Medical-Only: Claims that meet First Aid criteria

Site and Job Safety Programs | *We will assist you in improving and maintaining job safety.*

- Job site safety surveys and reports
- Site specific safety plans
- Accident investigation, documentation, and controls
- Safety program and best practice review
- Labor Law Subcontractor and Qualification Programs

Training and Programs

- OSHA Compliance Assessments, Assistance and Training
- Outreach Training - OSHA 10 and 30 hour courses
- OSHA Training – Asbestos
- OSHA Training – Confined Space
- OSHA Training – Hazard Communications
- OSHA Training – Lead
- OSHA Training – Lockout
- Ergonomics and Back Injury Prevention
- Drug Free Workplace
- Fleet Safety Programs
- National Safety Council Point Reduction/Discount Driving Course