



FOR ALL THE COVER YOU NEED!

BUSINESS OBJECTIVES

To protect commercial vehicles against risk of accident.

THE CHALLENGE

M's Electrical Supplies, an established retailer of specialized electrical supplies to both the commercial and industrial markets has been in business for several years. Recently, the company purchased more vehicles to assist in the logistics of their day-to-day activities. The proprietor knows very well how important it is to select a reputable and sound firm to manage the insurance of his new fleet; having been burnt in the past by another firm's unscrupulous practices.



M'S ELECTRICAL SUPPLIES

: SIMPLY ELECTRIFYING :

THE SOLUTION

The proprietor turned to Insurance Brokers West Indies Limited, one of the region's most respected brokerage firms, specializing in risk-related services primarily to Industrial, Commercial, Public and Government, Statutory and Private Enterprises. Through a dedicated Account Executive, he had each of his vehicles insured Comprehensive for \$100,000.00

THE ROI

A few months after securing the insurance from IBWIL, one of the company's sales representatives was parked at a traffic light where he was hit from the back by another vehicle. The vehicle was a total loss. Within one month the claim was settled for \$84,782.00 (VAT of \$11,217.00 and policy excess of \$4000.00 deducted from Sum Insured.) Recovery proceedings then commenced against the Third party's Insurer.



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Insurance Brokers West Indies Limited is a locally owned, incorporated registered insurance broker providing professional advice on insurance and related risk management services. These services are designed to **identify, evaluate, control and transfer risks concerning the safety and security of life and health, property and financial assets.**

The Company has been operating in Trinidad and Tobago since 1961 and is firmly established in the local market specializing in risk -related services primarily to Industrial, Commercial, Public and Government, Statutory and Private Enterprises. This specialization fosters the development of qualified and motivated staff who are assisted with opportunities both local and overseas.

