



5 Fence Industry Risks You May Be Missing

Protect your company from avoidable risks

Risks come in all shapes and sizes. Some are in your direct line of vision. Others aren't as obvious. Many fence companies are unaware of imposing risks that can potentially damage their companies. Although they are not evident, some risks can cost thousands of dollars and potentially derail a business.

Here are 5 risks that can sneak up on your company and put the brakes on an otherwise smoothly running operation.

1. What You Don't Know About Workers' Compensation Coverage

Fewer claims equals lower premiums. It's a basic relationship in developing workers' compensation premiums.

But have you ever heard of experience modification rates (EMR)? EMRs take the past cost of injuries and the future chances of risk to determine your premium cost.

The following can inflate your workers' compensation premium:

- Sloppy coding
- Improper loss reserving
- Typos in payroll
- High EMR

You can improve your EMR by introducing and implementing safety programs, conducting inspections, and setting up a good return-to-work plan for your injured employees. Taking these steps can improve safety in your workplace, help reduce the chances of recovered employees getting reinjured, and ultimately reduce the cost of your workers' compensation premiums.



2. Employee Disputes Can Spiral Quickly

The personal relationships formed at a small or midsize company can make the workplace seem almost like a family operation, but be assured that when a dispute happens, it can easily escalate and result in various potentially crippling lawsuits, including:

- Sexual harassment
- Retaliation
- Wrongful termination

The Equal Employment Opportunity Commission (EEOC) reported that 50% of the discrimination claims filed with the agency were against small and midsize companies. Employment practices liability insurance can protect a business from the claims above and many other charges, even if the claim is frivolous.

3. How an Off-the-Shelf Insurance Policy Can Come Up Short

The old myth that “all policies are the same” couldn’t be more false when it comes to a specialized industry like the fence industry. You may end up with a policy with:

- Exclusions or provisions detrimental to an operation
- Missing coverage
- Unreasonably high deductibles

Partnering with a strong insurance expert who knows your industry and has solid relationships with insurance carriers can deliver comprehensive coverage at an affordable price that never comes up short.



4. A Cyberattack Can Disrupt Your Company

Hardly a month goes by without news of a cyberattack or data breach at a big-name company. What aren't reported are the many attacks against small or midsize businesses. It happens more often than these businesses would like to think.

Hackers understand that these companies are easy targets as they may have fewer resources to:

- Make sure firewalls are impenetrable
- Ensure system patches are up to date

Usually loss of customer or company data doesn't even involve a sophisticated cyberattack; a misplaced mobile device by a forgetful employee can cause a loss. These days, cyber insurance has become an essential part of any risk management program.

5. What To Do Before Hiring Subcontractors

What happens when part of a job you've farmed out to a subcontractor causes damage or injury to the client? It can be a customer service nightmare, but you can also be drawn into a complicated and costly claim.

Before you hire a subcontractor, make sure to:

- Check their licenses
- Keep copies of all insurance certificates, especially workers' compensation coverage
- Name yourself as an additional insured on a subcontractor's policy

Taking the steps above will help to decrease risks and damages when it comes to hiring subcontractors and help you avoid a gap in coverage if you're drawn into a lawsuit.

About the AFA Insurance Program

The AFA Insurance Program is the exclusive insurance partner of the American Fence Association. Created by Alliant Insurance Services, Inc., AFA Insurance is the only program custom-built to address the unique risks of the fence industry, unlocking a wealth of benefits, including lower rates, broader coverage, and enhanced convenience. Because of the customized nature of the program and the strength of Alliant, the majority of AFA members can save significantly on insurance costs while broadening their coverage upon switching to AFA Insurance.

About Alliant Insurance Services

Alliant Insurance Services is one of the nation's leading and fastest growing distributors of diversified insurance products and services. In the face of increasing complexity, our approach is simple: bring on the best people and invest more deeply in the industries and clients we serve. We operate through a network of specialized national platforms and regional offices to offer a comprehensive portfolio of services to our clients. Our goal is to ensure that they get the most innovative products—and innovative thinking—in the industry.

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