

A commitment to community

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THE BELDEN BRICK COMPANY



Schauer Group's business insurance relationship with The Belden Brick Company began with an introductory phone call nearly 30 years ago. Since then, the two Canton-based companies have developed a partnership that has supported the brick manufacturer through decades of growth and several generations of leadership.

The Belden Brick Company is the largest family-owned brickmaker in America. The company traces its roots back to 1885, when founder Henry S. Belden started making paving and fire brick on the family's farm. Today, Belden Brick owns and operates multiple brickmaking plants across Ohio – in addition to its out-of-state brick distributorships – and employs more than 500 people. Belden Brick's craftsmanship can be seen on schools, hospitals, homes, stadiums and public spaces throughout the country.

As Belden Brick has grown, their Schauer Group risk management team has helped the company put the right insurance coverages in place to protect both their property – including plants, distributorships and large fleet of vehicles – and their executive leadership team; provided guidance on ways Belden Brick can prevent risks across their many locations; and offered claims management.

“The team at Schauer is committed to the success of Belden Brick as much as I am. They aren't just our agents, they are like family, and there isn't anyone else that I would want fighting for us than them.”

—JIM LEAHY

But there's no one specific example that stands out as the defining moment in the relationship between the two companies. Instead, Belden Brick Treasurer/CFO Jim Leahy said, when he thinks about the longstanding partnership between Belden Brick and Schauer Group, he thinks about how Schauer Group's risk management solutions have helped Belden Brick's leaders “effectively manage the business” during the last three decades.

Both The Belden Brick Company and Schauer Group were built on a strong work ethic, an entrepreneurial spirit, and a commitment to the Canton community.



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For Leahy, the success of the relationship comes down to these key factors:

- **Capabilities:** As a leading commercial insurance and risk management firm, Schauer Group works with more than 40 of the top-rated property and casualty insurance companies in the nation – meaning the team at Schauer Group has access to the insurance markets and coverage options Belden Brick needs.
- **Expertise:** There’s no need for anyone at Belden Brick to be a risk management expert because their advisors at Schauer Group are. And, thanks to the longevity of the relationship between the companies, the team at Schauer Group understands Belden Brick’s history and new business plans, and they advise the company’s leaders on potential exposures and the best plan for mitigating those risks.
- **Relationships:** The team at Belden Brick knows the trust they have built with Schauer Group extends to the insurance companies they partner with – and so they don’t worry about losing coverage because of a claim. They’re also confident their advisors at Schauer Group are working hard behind the scenes to negotiate on their behalf and to secure them the best terms and conditions in the insurance marketplace.
- **Consistent communication:** The team at Schauer Group checks in with Belden Brick regularly – not just at renewal time. In doing so, they not only provide updates about insurance industry trends but also use those conversations to help anticipate and manage potential risks facing the business.

The lasting partnership between the two companies also can be attributed to the values they share. Both The Belden Brick Company and Schauer Group were built on a strong work ethic, an entrepreneurial spirit, and a commitment to the Canton community.

Leahy said the team at Belden Brick is confident they receive the same level of service and expertise from Schauer Group as they would from a larger, out-of-town risk management firm – and so they continue to “buy local.”

“It’s important to us to be working with people who are very committed to the local community,” Leahy said. “But more important than that, the team at Schauer is committed to the success of Belden Brick as much as I am. They aren’t just our agents, they are like family, and there isn’t anyone else that I would want fighting for us than them.”

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