

A day in the life of a Food and Agribusiness brokerage partner - never the same but always prepared:

PUTTING CLIENTS FIRST: HOW WE'VE HELPED

- Established a joint conference call with COO, CFO, CSO and Director of Food Safety and Quality Control to review product contamination source exposures vs. product safety and testing plans, product splits and customer breakdown, etc. to determine potential financial exposures from a product recall loss.
- Assisted in the successful resolution of trade credit insurance carrier denial from key supplier's credit insurance carrier by leveraging relationships and explaining the story behind the company's financial position.
- Finalized implementation of new Fleet Safety and Driver Qualification metrics to improve risk profile and meet best in class industry standards for insured to reduce losses, as well as improve position in the market.
- Discussed cyber exposures around networked processing systems, employee information and cyber trends and placed cyber insurance covering the needs for a Food Processing client.
- Conducted exposure strategy call with new prospective client about inventory, recall, directors and officers, and product liability.
- Began remarket of client's renewal submission, including product recall, directors and officers, stock throughput and core Property/Casualty program into the open market, as well as captive insurance market evaluation based on preset strategic objectives.
- Helped evaluate the catastrophic property perils of a potential new plant location based on software modeling results.
- Provided a proactive list of pre-approved response vendors for a product recall insurance policy.



FINDING THE RIGHT FIT - ALL BROKERS ARE NOT THE SAME

The Baldwin Risk Partners MiddleMarket Food Processing and Commercial Agribusiness group brings decades of deep-rooted experience in this space, has the respect of the market, is dedicated to high quality service, and offers a distinctive and valuable approach for our clients.

Starting a conversation is the best first step to ensuring you're selecting the best partner for your needs now and in the future.

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