

Food Processors Program

A Great Recipe to Produce New Business

Mid-sized food processors represent a substantial sales opportunity. The number of establishments is 7,366, which generate about \$886,258,000 in commercial premium countrywide. For additional information about the market potential in your area, please contact your Middle Market Sales Underwriter.

The Hartford has long had an appetite for food processing accounts. We draw upon our in-depth knowledge of the industry to help you solidify relationships with food processors.

Eligible Businesses

The Food Processors Program is targeted towards manufacturers and processors of food products utilizing a variety of technologies including:

- canning
- freezing
- refrigeration
- dehydration
- baking
- confection

note: our definition does not include food distributors. Risks that are exclusively food distributors are not eligible for the program. However, incidental distribution exposure is acceptable in conjunction with an otherwise eligible food processor operation.

Property Choice

The Hartford's state-of-the-art, independently rated Property Choice product is specially designed to address the unique needs of the food processors industry. Some of the most important features for food processors include:

- Built-in Equipment Breakdown coverage (including spoilage and chlorinated fluorocarbon refrigerants)
- Optional Functional Value Replacement Cost
- Off-Premises Utility Services Interruption
- Brands and Labels: following a covered cause of loss, we pay for the costs to remove labels and the difference between salvage value with the label and without the label.
- Payment for a covered loss to finished goods on premises is based on a manufacturer's selling price that includes anticipated profits, minus discounts and expenses that would have been incurred.
- Commodity market valuation for stock that is bought and sold at an established market exchange.

Optional Coverage

Product Recall

The Product Recall Expense option is an important extension of coverage for food processors businesses.

The Hartford's Food Processors program features industry-leading coverages many competitors do not offer, such as:

- Good faith advertising – expense is included with a \$10,000 limit for costs insureds incur to restore their reputation and regain customers' confidence after a recall.
- Tampering – whether threatened or actual
- 3rd Party Recall — covers expenses incurred by others, such as distributors or customers
- Cost to Replace — extends the product recall coverage to provide for expenses of replacing, repairing, or remanufacturing a covered product withdrawn from the market. Limits from \$25,000 to \$500,000.

For more information, visit our Food Processors site on the EBC.

This document outlines, in general terms, the coverages afforded under the policy. In the event of a conflict, the terms and conditions of the policy prevail.

