

JLT Food & Drink Industry & Practice

Industry Specific Insurance & Risk Management Solutions



JLT Specialty Limited (JLT) is the largest member of Jardine Lloyd Thompson Group plc, a company listed on the FTSE 250 index of the London Stock Exchange. The Jardine Lloyd Thompson Group is a risk management adviser, insurance and reinsurance broker and provider of employee benefit administration services and consultancy advice. JLT employs 6,200 staff in more than 100 offices in 36 countries.

“JLT have provided the company with a first class service and, in particular, the speed with which queries have been resolved is excellent.”

Kate M Butler
Finance Director
Cherry Valley Farms



JLT is a specialist provider of risk management and insurance broking services to the Food and Drink industry.

Our Food & Drink Practice provides focused industry specific insurance and risk management solutions for our clients.

Centred at our head office in London, our network includes regional service centres in:

- Birmingham
- Leeds
- Liverpool
- Maidenhead
- Manchester
- Southampton

Our Clients Enjoy

- An exclusive range of JLT-negotiated policy wordings that are tailored to the specific needs of the food and drink industry
- Competitive insurance protection from a wide panel of leading insurance companies and Lloyd's Syndicates
- A dedicated, experienced client service team with local representation available across the United Kingdom and Ireland
- Access to JLT's dedicated Global Support team to co-ordinate and manage your worldwide insurance programmes
- Access to qualified risk management professionals with food and drink industry experience
- 24 hour claims support with professional support for major or complex losses from our in-house specialists - Echelon



JLT Food & Drink Practice

Working with a panel of leading insurance companies and Lloyd's Syndicates, JLT has developed a range of exclusive insurance solutions for the food and drink industry.

In considering your key exposures, JLT offers competitively priced insurance products that include:

Property and Business Interruption

- Exclusive policy extensions and refinements for the food and drink industry
- Assistance for risks with composite panel construction
- Expert claims preparation fees included
- Nominated loss adjusters
- Access to specialist non-damage Business Interruption covers

Public and Products Liability

- Exclusive policy extensions and refinements including protection for your own recall costs following an insured loss (usually not included within standard product liability policies)
- Broad form agreement on what constitutes insured 'damage' in respect of food ingredients

Product Contamination and Recall

- Recall expenses - yours and your customers'
- Loss of gross profit
- Rehabilitation expenses
- Product extortion demands
- Access to specialist consultants to assist with Crisis Management and Brand Rehabilitation (at insurer's expense)

Insurance Solutions



Global Support

- Specialist multi-national and multi-lingual service team
- Practical advice on local insurance market issues and best practice, including legislation, premium taxation and allocation
- Access to a proven global insurance broking network



“For over 20 years Kerry Group has relied upon JLT to provide insurance broking and consultancy services in connection with our global risk management and insurance programme. We continue to be very satisfied with the quality of advice and service received from the JLT team.”

Terry McDonnell
Insurance Risk Manager
Kerry Group



“We have worked alongside JLT who helped us design our in-house auditing package and have also utilised their team for our independent auditing scrutiny. This has enabled Kerry Foods to work to positive standards and to reduce claims from both Employers’ Liability and Product Liability sources.”

David Helme
Company Health and Safety Manager
Kerry Foods

“We have worked with JLT to develop our Business Continuity Planning programme and found their approach to be timely and efficient. JLT clearly understand the risks our business faces and have enabled us to be certain that we have a “fit for purpose” and comprehensive BCP for the future.

We would have no problem in recommending JLT to any other company involved in the Food and Drink industry.”

Peter Merchant
Partner
Trilogy Foods (Millerdale) LLP

“We have a long-standing association with JLT who for many years have provided us with both insurance broking and risk management services. During this time, they have provided us with an ongoing external auditing service using an internal safety and loss prevention auditing tool specifically designed for Carr’s Milling. As such, their contribution is highly valued.”

Brian Lightfoot
Group Health and Safety Co-ordinator
Carr’s Milling Industries PLC

Today's food and drink industry faces increasing operational, financial and compliance-related risks.

We work closely with many food and drink clients, from small family-run businesses to multi-national corporations in the UK and across the world, offering a comprehensive range of consulting services.

We will work with you to develop and maintain safe operating procedures and standards that will ensure compliance with legislation and industry best practice, including:

Health and Safety and Food Hygiene - Audit and Training

Using recognised standards to ensure compliance with legislation and industry best practice, we can assist you to establish and manage tailored solutions in accordance with HSE and HSA guidance.

Asset Management

We provide both auditing and advisory services for asset protection, including advice on construction issues (particularly composite panel use), hazardous process standards, fire risk assessments, fire protection and general property loss prevention review.

Corporate Social Responsibility

We can advise you on sustainable development methods enabling you to meet current and future best practice and legal requirements - to ensure you continue to be viewed as an ethically responsible business.

Management Information and Benchmarking

Prometheus™ is JLT's newly-developed auditing software, providing bespoke food and drink industry-specific audits.

Prometheus™ enables us to apply differing risk weightings and benchmarking of multi-site, multi-division risks, to provide scored audits to HS(G)65 and OHSAS 18001 standards - clear measurements of compliance with legislation and industry best practice.

The easily-understandable data is presented in a written, photographic and graphical report format.

Business Continuity Planning

Making sure that you stay in business is vital. We can help you to prepare a resilient business continuity plan enabling you to:

- Respond to a significant event
- Minimise service failures
- Resume trading with the minimum disruption
- Control costs
- Protect your client base
- Keep your supply chain intact

Supply Chain Analysis

We can provide a standalone risk management tool SCAIR™ that supports the collection of business data in order to:

- Map out critical supply points
- Produce loss estimates for failures in supply chains which could result in supply interruption
- Generate internal site and supplier risk profiles across all products
- Estimate the impact of different threat scenarios (physical, commercial, regulatory)



Risk Management

The process of settling claims can often be highly technical, time consuming and stressful.

JLT recognises the importance of providing our clients with access to specialist claims resources:

Echelon Claims Consultants

Echelon, JLT's in-house claims specialists, can help you by working with your Account Executive to provide:

- Advice on policy coverage and claims strategy
- Access to specialist resources (such as Forensic Accountants, Surveyors, Engineers or Lawyers) to give you parity in negotiations with your insurance company
- Organisation, collection and analysis of claims data

- Claim evaluation, preparation and presentation
- Claim negotiation and settlement - looking at all available options
- Co-ordination of recoveries of both your insured and uninsured losses
- Loss Scenario Planning - across the full spectrum of potential claims including major fire loss, business interruption and product liability/recall

Claims Preparation Costs

We seek to include a Claims Preparation Clause on all property placements, to allow Echelon's fees to form part of the insurance settlement.

General Claims Management

In addition, JLT will also assist with your general claims needs such as:

- Appointment of nominated loss adjusters and third party claims managers
- Binding agreements with insurers on policy interpretations in 'grey areas' of claim
- Claims audits to challenge reserving levels and settlements
- Detailed analysis of loss data (of particular relevance to Employers' Liability) to identify trends such as causes and problem locations to help drive your risk management programme

Claims Support



Environmental issues are of increasing concern to the food and drink industry, which need to be carefully managed:

Environmental Liability

The UK Government has passed legislation intended to protect the environment.

In particular, Part IIA of the Environment Act 1995 obligates local authorities to identify potentially contaminated land within their area of control and ultimately impose clean-up orders.

Recent cases demonstrate that, in the absence of the original polluter, the current site owner or occupier can be held liable for clean-up costs - particularly worrying if an organisation has acquired sites through merger or acquisition without full knowledge of the potential for contamination.

Additionally, there is the ever present risk that third parties could pursue organisations for alleged pollution caused by on-going or historic activities.

To help address these increasingly complex issues, JLT offers a range of bespoke consultancy services and insurance solutions that include:

Consultancy Services

Environmental Policy Statements: We can help you to develop an environmental policy statement, demonstrating to your customers your commitment to minimise your impact on the environment by managing your usage of natural resources and energy consumption.

Environmental Waste Management

We can assist with the development of policies and procedures to help minimise the levels of waste you produce, and to increase the amount of recycling carried out.

Auditing

We offer environmental baseline audits to determine your current position on effective management of your environmental risks.

Insurance Solutions

Pollution cover is very limited under standard Third Party Liability policies.

We can design and arrange an environmental insurance programme to protect against most issues faced, including:

- Third party claims arising from historic or operational pollution
- Costs incurred by statutory bodies in cleaning-up pollution
- Costs incurred complying with a statutory order to remediate biodiversity damage
- Environmental Liability inherited through merger or acquisition
- Environmental Liability assumed by Warranties when disposing of property
- Capping the estimated costs of planned remediation in case of unexpected cost over-run

Environmental Risks



Recognising the acquisitive nature of food and drink businesses, JLT has particular expertise in assisting with insurance and risk management due diligence:

Bespoke Project Work

The scope of each exercise will be agreed with you in advance, but would typically include a detailed review of the target business and their:

- Business risks
- Existing and historic insurance policies
- Physical assets and liability exposures
- Self-insured exposures
- Historic claims history
- Health & Safety standards
- Business Continuity Management
- Environmental considerations

Our detailed report will allow you to make informed decisions about the assets and liabilities of the business you are acquiring and also propose how best the acquisition should be incorporated into your existing insurance programme.

Due Diligence

“JLT have been brokers to Origin Enterprises since our flotation last year. They have assisted us greatly with all aspects of our insurance programme including support on several due diligence and acquisition issues. We find their services to be very responsive to our needs. JLT’s experience with the food and agri/nutrition business is very important to us as it means that we are talking to people who understand our business.”

Tom O’Mahony
Chief Executive Officer
Origin Enterprises plc



JLT Food & Drink Practice

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