

Farmers Work Hard, So Does Their Equipment

THE INSURANCE PROFESSIONAL



Farms have changed, and so have the risks. Modern farms like so many other businesses rely on high-tech tools to get their jobs done. But all that high-tech has increased breakdown exposures.

From large crop farms to small vineyards, ranches and orchards, traditional farm equipment still gets plenty of hard use. But with fewer farmers working more acres, they rely heavily on modern technology to improve efficiency and output.

Precision farming techniques and today's complex, computer-controlled equipment significantly increase exposures. Are you keeping your farm clients up to date with equipment breakdown coverage?

Computerized Crops, Digital Dairies

Most of them are still family run, but farmers work three and half times more land compared with a century ago. To compete in a global market, they use computers to analyze soil and weather as they plant, water and fertilize fields. Cows wear electronic collars linked to systems to track milk output and adjust their feed.

Why Farms Need Coverage

With computers now common on farms, information technology is an important part in production. Sensitive electronic circuits are susceptible to damage from power surges – the No. 1 cause of equipment loss. Add in all the mechanical equipment it takes to run a farm and equipment breakdown is a risk they can't afford. That's why your clients need equipment breakdown insurance. Today, more than ever, breakdown risk is very real.

We Know Farm Equipment

In addition to pumps, engines and motors, farms rely on irrigation systems, milking

carousels, refrigeration, machinery, boilers, pressure vessels and water heaters. Heating, cooling and electrical distribution systems are like those found in many businesses. Farm equipment is more likely to operate for long hours under stressful loads, increasing the likelihood of equipment breakdown. Farms also expose electrical equipment to damage from extreme conditions such as temperature changes, rain, dirt and dust.

Grow Your Farm Business

Equipment breakdown insurance from BI&I can help you protect and grow your farm and ranch business. ●

RECENT PAID CLAIMS

On-Line Music Silenced

A low amperage fault in a telephone modem used with computer based broadcasting gear caused an electrical breakdown in 20 pieces of that equipment. The broadcaster was off-line until all the equipment was replaced.

Repair Cost	\$118,349
Extra Expense	\$19,172
Total Paid Loss	\$137,521

Out to Dry

Laundry workers heard a bang and discovered the main drive shaft on a dry cleaning machine had cracked, damaging the rotating basket and door assembly. The dry cleaner had to send clothes to another vendor until the machine was replaced.



Repair Cost	\$62,531
Extra Expense	\$1,455
Total Paid Loss	\$63,986

COSTLY DOWNTIME AVOIDED

BI&I Helps Client Keep Machine Running

A machine shop owner thought he was out of luck for repairs on a key piece of equipment when the manufacturer went out of business. But, BI&I found a qualified company to fix the high-precision coordinate measuring machine (CMM) and the client was back in operation with a minimum of downtime.

Coordinate measuring machines (CMMs) are precision devices used to move a measuring probe to fix coordinates of points on a work surface. The insured had purchased the CMM new for \$41,000. The machines can last for many years with service and upgrades. When the machine failed one day, the client

was worried he would face delays and have to buy a new one, since the manufacturer was out of business and he could not find a repair firm. A claim specialist from BI&I located a local company qualified to do the required repairs and the machine was promptly repaired and calibrated with a total paid loss of just \$4,275. ●

FROM OUR INSPECTOR'S PERSPECTIVE

Inspector's Insight Reduces Church's Fuel Bills

A church changed plans to replace a boiler at the suggestion of our Boiler Inspector. The advice helped the congregation cut its heating oil bills almost in half. Church leaders intended to replace the heating boiler with a similar unit. During the planning process, the inspector

suggested that they reevaluate their facility and the heating system installation. It was discovered that efficiency could be improved by insulating bare hot water piping and zoning specific areas such as offices, worship area and meeting rooms. It was decided that multiple boilers would be more effective.

Although the cost for the project was more than initially projected, the new heating system had lower operating expenses. Following installation, fuel bills were reduced and all areas of the church received enough heat. The inspector's suggestion paid off for the congregation. ●



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