

Westfield Insurance

Commercial Agribusiness - A rated carrier

General Focus:

Commercial Farm Accounts (No need for a farmowner product – no dwelling, personal liability or livestock related coverage)

Targeted classes of business:

Tower will target all classes of business in the ABD Pursuit Index and ABD appetite listing. Specific areas of agribusiness that will be prevalent in NC and SC are listed below:

2002 NAICS Code	Business Description (2002 NAICS Title) <input type="text" value="Search"/>	Package Pursuit Code
111110	Soybean Farming	Pursue
111120	Oilseed (except Soybean) Farming	Pursue
111130	Dry Pea and Bean Farming	Pursue
111140	Wheat Farming	Pursue
111150	Corn Farming	Pursue
111160	Rice Farming	Pursue
111191	Oilseed and Grain Combination Farming	Pursue
111199	All Other Grain Farming	Pursue
111211	Potato Farming	Pursue
111219	Other Vegetable (except Potato) and Melon Farming	Pursue
111310	Orange Groves	Pursue
111320	Citrus (except Orange) Groves	Pursue
111331	Apple Orchards	Pursue
111332	Grape Vineyards	Pursue
111333	Strawberry Farming	Pursue
111334	Berry (except Strawberry) Farming	Pursue
111335	Tree Nut Farming	Pursue
111336	Fruit and Tree Nut Combination Farming	Pursue
111339	Other Noncitrus Fruit Farming	Pursue
111411	Mushroom Production	Pursue
111419	Other Food Crops Grown Under Cover	Pursue
111421	Nursery and Tree Production	Pursue
111422	Floriculture Production	Pursue
111910	Tobacco Farming	Pursue
111920	Cotton Farming	Pursue
111930	Sugarcane Farming	Pursue
111940	Hay Farming	Pursue
111991	Sugar Beet Farming	Pursue
111992	Peanut Farming	Pursue
111998	All Other Miscellaneous Crop Farming	Pursue
112111	Beef Cattle Ranching and Farming	Pursue

112112	Cattle Feedlots	Pursue
112120	Dairy Cattle and Milk Production	Pursue
112130	Dual-Purpose Cattle Ranching and Farming	Pursue
112210	Hog and Pig Farming	Pursue
112310	Chicken Egg Production	Pursue
112320	Broilers and Other Meat Type Chicken Production	Pursue
112330	Turkey Production	Pursue
112340	Poultry Hatcheries	Pursue
112390	Other Poultry Production	Pursue
112410	Sheep Farming	Pursue
112420	Goat Farming	Pursue
112511	Finfish Farming and Fish Hatcheries	Pursue
112512	Shellfish Farming	Pursue
112519	Other Animal Aquaculture	Pursue
112910	Apiculture	Pursue
112920	Horses and Other Equine Production	Pursue
112930	Fur-Bearing Animal and Rabbit Production	Pursue
112990	All Other Animal Production	Pursue
115111	Cotton Ginning	Pursue
115112	Soil Preparation, Planting, and Cultivating	Pursue
115113	Crop Harvesting, Primarily by Machine	Pursue
115114	Postharvest Crop Activities (except Cotton Ginning)	Pursue
115115	Farm Labor Contractors and Crew Leaders	Pursue
115116	Farm Management Services	Pursue
115210	Support Activities for Animal Production	Pursue
311221	Wet Corn Milling	Pursue
311330	Confectionery Manufacturing from Purchased Chocolate	Pursue
311340	Nonchocolate Confectionery Manufacturing	Pursue
311411	Frozen Fruit, Juice, and Vegetable Manufacturing	Pursue
311412	Frozen Specialty Food Manufacturing	Pursue
311421	Fruit and Vegetable Canning	Pursue
311423	Dried and Dehydrated Food Manufacturing	Pursue
311511	Fluid Milk Manufacturing	Pursue
311512	Creamery Butter Manufacturing	Pursue
311513	Cheese Manufacturing	Pursue
311514	Dry, Condensed, and Evaporated Dairy Product Manufacturing	Pursue
311520	Ice Cream and Frozen Dessert Manufacturing	Pursue
311611	Animal (except Poultry) Slaughtering	Pursue
311612	Meat Processed from Carcasses	Pursue
311615	Poultry Processing	Pursue
311711	Seafood Canning	Pursue

311712	Fresh and Frozen Seafood Processing	Pursue
311911	Roasted Nuts and Peanut Butter Manufacturing	Pursue
311920	Coffee and Tea Manufacturing	Pursue
311930	Flavoring Syrup and Concentrate Manufacturing	Pursue
312130	Wineries	Pursue
423820	Farm and Garden Machinery and Equipment Merchant Wholesalers	Pursue
424430	Dairy Product (except Dried or Canned) Merchant Wholesalers	Pursue
424440	Poultry and Poultry Product Merchant Wholesalers	Pursue
424450	Confectionery Merchant Wholesalers	Pursue
424460	Fish and Seafood Merchant Wholesalers	Pursue
424470	Meat and Meat Product Merchant Wholesalers	Pursue
424480	Fresh Fruit and Vegetable Merchant Wholesalers	Pursue
424510	Grain and Field Bean Merchant Wholesalers	Pursue
424520	Livestock Merchant Wholesalers	Pursue
424590	Other Farm Product Raw Material Merchant Wholesalers	Pursue
424910	Farm Supplies Merchant Wholesalers	Pursue
424930	Flower, Nursery Stock, and Florists' Supplies Merchant Wholesalers	Pursue
444220	Nursery, Garden Center, and Farm Supply Stores	Pursue
493130	Farm Product Warehousing and Storage	Pursue
541940	Veterinary Services	Pursue

Premiums / Coverage's:

Generally target accounts up to \$25,000 in premium; willing to consider accounts over this threshold on an individual account basis.

Property, GL, Auto, Umbrella, IM, EB, Crime, Farmowners, Other (Work Comp on a very Selective Basis)

Territory:

Will primarily target West of I 95

Primarily target NC and SC

Future consideration may be given to GA on a targeted basis (agencies in areas without current Westfield representation)

Agency Considerations:

Will not accept BOR letters on business with direct appointed Westfield agencies