



Retail All-Risk Property Form

Affiliated FM's comprehensive all-risk retail property form provides property damage and business interruption coverage that addresses the unique exposures inherent to retail owners and operators.

Using the Affiliated FM proVision policy as its platform, our retail form features an easy-to-read, easy-to-navigate format with flexible coverage limits tailored to meet the needs of the retail client.

Unique Exposure

Retail clients have a diverse set of property and business interruption exposures.

- Worldwide supplier networks create complex supply chain exposure.
- Increased usage of electronic sales channels are exposed to hazards such as computer virus.
- Brand name suppliers may contractually obligate retailers to control damaged merchandise.
- Customer traffic and revenue is exposed to a loss at an "attraction property."

The Affiliated FM comprehensive retail form is designed to *automatically* provide coverage for these and other common retail exposures.

Supply Chain	\$500,000
Logistics Extra Cost	\$100,000
Ingress/Egress	\$250,000
EDP Data and Media	\$500,000
Attraction Property	\$100,000
Removal and Restocking Expenses	\$50,000
Crisis Management	\$100,000
Change in Temperature	\$100,000
Fine Valuables for theft	\$50,000
Warehouseman Legal Liability	\$500,000

The Price is Right

Aligning client's valuation with policy terms and conditions is critical.

- How are retail goods at a retail store valued?
- How are retail goods at a manufacturer or warehouse valued?
- If online retail orders are fulfilled at a warehouse that also supplies brick and mortar stores, how are values reported at the warehouse?

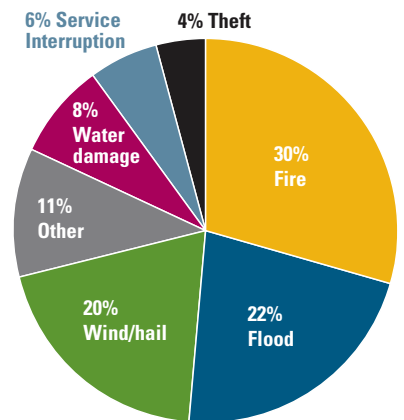
The bigger question is "does my client's policy react the same way they value their retail goods?"

Every retail client has a unique business model that requires valuing property differently at various points in their sales channel. The Affiliated FM retail form can be easily customized to align with the client's business model so that when the insurance contract needs to react, it reacts to meet the client's needs.

Don't Discount Loss Prevention

In order for a retail client to be profitable, they must have their doors open and product to sell. It seems simple, but with the growing complexities of supply chains, combined with an increased competitive environment—one day out of business due to a property loss can result in losing customers forever.

Lead Loss Drivers for Retail 2005-2010



The value of the Affiliated FM retail form extends beyond the broad coverage offering by providing a suite of loss prevention resources:

- Dedicated account engineers work with the client's corporate team to implement a customized property loss prevention plan.
- Store managers have 24/7 access to a retail-specific online training course.
- Critical locations, such as distribution centers, receive customized loss prevention consultation from a local engineer.



All-Risk Coverage

The proVision platform offers all-risk coverage with a combined limit for:

- Real and personal property
- Business interruption

By including business interruption coverage in the policy limit, you can be confident that your client will have an adequate limit should the catastrophic event ever happen.

The proVision platform also provides embedded boiler and machinery coverage, extending mechanical and electrical breakdown to all equipment at policy limits. We also remove traditional sublimits for ammonia contamination, hazardous substances, spoilage and water damage.

Ease of Use

As the pace of business gets ever faster, clients' expectations of quality service in a timely manner have also increased. The proVision platform is constructed in a way to quickly and efficiently meet both the client's and your needs.

- Your local underwriters are empowered with the authority to "get the deal done."
- Our policies are written so they are easy to read and understand. The retail form is only 29 pages, making it easy to navigate.
- Our quote becomes the binder which becomes the declarations section of the final policy. This reduces redundancy and opportunities for error, increasing contract certainty.

Competitive Edge

Affiliated FM's unique business model of underwriting based on engineering facts allows us to offer large stable blocks of capacity and coverage that clients need.

- Our valuation wording allows insureds to choose to allocate claim payments towards unplanned capital expenditures at full replacement cost valuation at *any* of their sites.
- Flexible extra expense limit that is the greater of \$1 million or 15 percent of reported business interruption.
- Sprinkler leakage and fire following Earth Movement or Flood is subject to policy limit and deductible.
- Debris removal, computer virus and EDP equipment are covered to policy limit.
- Up to \$250 million capacity available for earth movement and flood.

Flexible Limits

Recognizing each client has unique needs, the proVision form has generous extensions of coverage embedded, such as \$1 million for fungus, mold and mildew. Affiliated FM's underwriters work with broker partners to identify client needs and provide limits accordingly.

Extensions of Coverage

Fire Fighting Materials and Expenses	\$100,000
Professional Fees	\$100,000
Expediting Expenses	\$250,000
Trees, Shrubs, and Plants limited to \$1,000 per item	\$100,000
Pavements and Roadways	\$250,000
Land and Water Clean-Up Expense	\$50,000
Installation Floater	\$250,000

Newly Acquired Property	\$2,500,000
Unnamed Locations Coverage	\$1,000,000
Fine Arts	\$250,000
Accounts Receivable	\$1,000,000
Valuable Papers and Records	\$500,000
Electronic Data Processing, Data and Media	\$500,000
Demolition and Increased Cost of Construction	
Item A: Undamaged Portion	Policy Limit
Item B: Demolition	\$1,000,000
Item C: Compliance with the Law	\$1,000,000
Item D: Business Interruption	\$1,000,000
Errors and Omissions	\$1,000,000
Transit Coverage	\$500,000
A. Terrorism Coverage	\$100,000
B. Terrorism Coverage for Locations Outside of the United States	\$100,000
Fungus, Mold or Mildew	\$1,000,000
Deferred Payment	\$100,000
Off-Premises Service Interruption – Property Damage	\$250,000
Arson or Theft Reward	\$100,000
Money and Securities	\$100,000
Locks and Keys	\$100,000
Tenant Legal Liability and Expense	\$100,000
Soft Costs	\$100,000

Business Interruption Extensions of Coverage

Days of Ordinary Payroll	30
Days of Civil Authority	30
Off-Premises Service Interruption	\$250,000
Ingress/Egress	\$250,000
Tax Treatment	\$100,000
Days of Extended Period of Indemnity	30

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