

SUPPLIER OF THE YEAR NOMINEE

McELHOES AND DUFFY INSURANCE BROKERS

## Supplying peace of mind

*'People need to work with someone  
who understands their business'*



**Gerry Corrigan has learned everything he can about the food processing industry so he can best advise about its insurance needs.**

No one likes to think about insurance — until they need it. Then they're very glad it's there.

You might say that insurance is in Gerry Corrigan's blood. His grandfather started McElhoes and Duffy Insurance Brokers 90 years ago and his father worked there until 1993. Now Corrigan owns the company with his brother Steve. He's been working there for 34 years.

"We insure all kinds of businesses, but we specialize in risk management for the food service industry," Corrigan says. "Our goal is to help food processing companies manage the cost of insurance."

Catastrophic situations are, unfortunately, nothing new to the food processing industry. Massive product recalls, like the one required by Maple Leaf Foods after a listeria outbreak in 2008, are the stuff of nightmares.

Before working with food processors, the team at McElhoes and Duffy delved into the industry and learned everything they could. The company became a member of the Manitoba Food Processors Association several years ago.

"Insurance is more complicated for this industry. People are running plants and processing things. They need to work with someone who understands their business," Corrigan explains.

"I wanted to make sure we understood it. We try to become experts in whatever we do."

As insurance brokers, McElhoes and Duffy find the best possible deal for their clients. They represent a number of insurance companies.

"We want to make sure costs are in control and that they're not paying for things they don't need. We get the best value for their dollar," Corrigan says. "We find the right market for the right client so they're protected."

Corrigan's expertise is one of the things that led his client George Groumoutis, CEO of Sky Blue Water Inc., to nominate him as the Supplier of the Year in the Manitoba Food Processors Association's Industry Excellence Awards.