



Arthur J. Gallagher & Co.

MOTORSPORTS

*Risk Management Solutions for Motorsports*



**CORE360™**  
Keeping You on Track

# Tailored Solutions for a Complex Industry

At Gallagher, it is our job to help you identify and assess the risks that affect your business. The professionals at Gallagher Motorsports are experts in this industry, and understand the different exposures your business encounters. It is our job to place you with the right comprehensive risk management plan that will provide the tailored solutions to fit your specific needs.

It is our goal to assure the protection of all your business assets, from motorsport operations, drivers, teams, suppliers, and vendors, while allowing you to remain competitive in the market place, no matter how complex your situation may be.

We ensure you have the most comprehensive coverage, at a competitive price; and that's just the beginning.



# Expect More from Your Broker

## We Speak Your Language

We excel at achieving what others consider impossible. Gallagher's Motorsports team is experienced in delivering coverages, solutions and services to help evaluate and manage your risk exposures. This allows us to negotiate with a stronger position on our client's behalf, resulting in the most comprehensive coverage at the best premium possible. Our expertise includes foreign and domestic risk markets. Maintaining expertise and joint venture relationships around the world is a key component of our ability to deliver ever broader and more cost effective solutions to our customers.

Unlike many other brokers and agents, Gallagher Motorsports is uniquely positioned to be your sole solution for risk management. One consultant managing all of your risks allows you to:

- Close gaps in coverage.
- Eliminate duplicate coverage along with associated costs.
- Simplify all aspects of your program.
- Maximize credits and discounts.
- Adjust your coverage as your situation changes.

*"I have had the pleasure of working with Arthur J. Gallagher & Co., specifically Gallagher's Motorsports team, for the past 11 years in my capacity as Controller for Germain Racing. They have consistently strived to bring us the best insurance coverage at the best price. They are always on hand to answer questions and deal with emergency situations in a timely fashion. I feel the firm and Gallagher team bring a high degree of competence along with an equally high level of integrity. I feel certain that the experience you will have with the Gallagher Motorsports team will be similar to what I have experienced during the past 8 years."*

- Kerri Berryman, Controller  
Germain Racing

Gallagher

## Your Industry Partner

A comprehensive insurance and risk management program is crucial to your success and profitability. We analyze the specific needs of each client with an eye towards reducing potential risks while assessing all aspects within your operations. As your business and assets change, we make sure your coverage stays up to date. We understand that circumstances change, and so should risk management strategies.

Gallagher provides unique risk management coverage and services tailored to:

- Race teams
- Drivers
- Suppliers & vendors
- Hospitality service providers
- Tracks and facilities

*“In racing, our team does things fast. So does the team at Gallagher. We all want fair pricing, but we need superb service as well. Things move quickly in racing, and our friends at Gallagher always have us covered.”*

-Kim Wood Hall, Co-Owner  
Wood Brothers Racing





# Expertise Across All Lines of Coverage

Our knowledgeable and experienced team of professionals is dedicated to providing complete protection for the racing industry. Whatever your needs, we have you covered.

## Insurance Solutions We Offer

- Automobile liability
- Aviation
- Business Interruption
- Disability
- Event cancellation
- Facility coverage
- Inland marine
- Liquor
- Motorcoach liability and agreed value physical damage coverage without limitation on value
- Owners & sponsors liability coverage
- Proprietary participant accident liability coverage program
- Prize indemnity
- Property liability
- Shop coverage
- Spectator & participant liability
- Test & tune
- Transporters
- Workers compensation

## Services We Provide

- Contract review and analysis
- In-depth exposure and coverage reviews/comparisons
- Claims advocacy services outside of those provided by the insurance carrier
- Disaster planning and other loss control services
- Benchmarking
- Industry-specific risk management guidance

# Why Gallagher?

## Small World, Big Network

Arthur J. Gallagher & Co. is one of the largest insurance brokers in the world with divisions specializing in retail insurance brokerage operations, benefits and HR consulting, wholesale distributions and third party administrations and claims processing. Gallagher has more than 710 offices in 34 countries and provides client-service capabilities in more than 150 countries around the world through our network of partners. Wherever you are and whatever your risk management needs – we're nearby.

## A Company with Integrity

By working with Gallagher, you'll be working with a broker who adheres to the very highest standards of ethics. We were named one of the World's Most Ethical Companies<sup>(TM)</sup> by the Ethisphere Institute for the sixth consecutive year.<sup>1</sup>



**2017** | **WORLD'S MOST** <sup>TM</sup>  
**ETHICAL**  
**COMPANIES** <sup>®</sup>  
**WWW.ETHISPHERE.COM**



# Our Approach.

## Experience the Difference for Yourself

Gallagher's Motorsports team is committed to providing our clients with innovative, cost-effective solutions supported by exceptional service. Our approach to the motorsports segment is driven by our understanding of the industry and the unique challenges you face. Our team of industry experts has the extensive knowledge and experience required to guide you through the industry's ever-changing landscape. Experience, knowledge, diverse product mix, quality and exceptional customer service make Gallagher your complete insurance solution.

*You manage your business.  
Let Gallagher manage your risk.*

**Reduce your risk. Contact us today.**

**Kevin Hughes, Area Vice President**

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**Arthur J. Gallagher & Co. at a glance**

Arthur J. Gallagher & Co. has been designing solutions to meet our clients' unique needs for 90 years. We pioneered many of the innovations in risk management used by businesses in all industries today. We believe that the best environment for learning and growing is one that remembers the past and invents the future.

- Founded in 1927 by Arthur J. Gallagher and still run by the founding family.
- A global corporation with a strong heritage and culture, Gallagher is a company with 24,500+ employees.
- Divisions specializing in retail insurance brokerage operations, benefits and HR consulting, wholesale distribution, and third-party administration and claims processing.
- More than 710 offices in 34 countries and revenues of \$4.2 billion as of 2016.
- Offering client-service capabilities in more than 150 countries around the world through a global network of correspondent brokers and consultants.



Arthur J. Gallagher & Co.

Insurance brokerage and services to be provided by Arthur J. Gallagher Risk Management Services, Inc. and/or its affiliate Arthur J. Gallagher & Co. Insurance Brokers of California, Inc. (License No. 0D69293 and/or 0726293)

<sup>1</sup> Arthur J. Gallagher & Co. named one of the World's Most Ethical Companies for 2017. Ethisphere Institute, March 2017.

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