



## Wholesaler-Distributors

### THE SITUATION.

Gallagher partners with NAW to serve the wholesale-distribution industry. We recently worked with several NAW members to achieve significant improvements within their business insurance programs.

### THE SOLUTION — CORE360™ FROM GALLAGHER.

Using our proprietary CORE360™ model we evaluated the 6 cost drivers for each client's risk management program, then developed custom solutions to help minimize their total cost of risk. The emphasis was to secure appropriate coverage enhancements while mitigating costs.

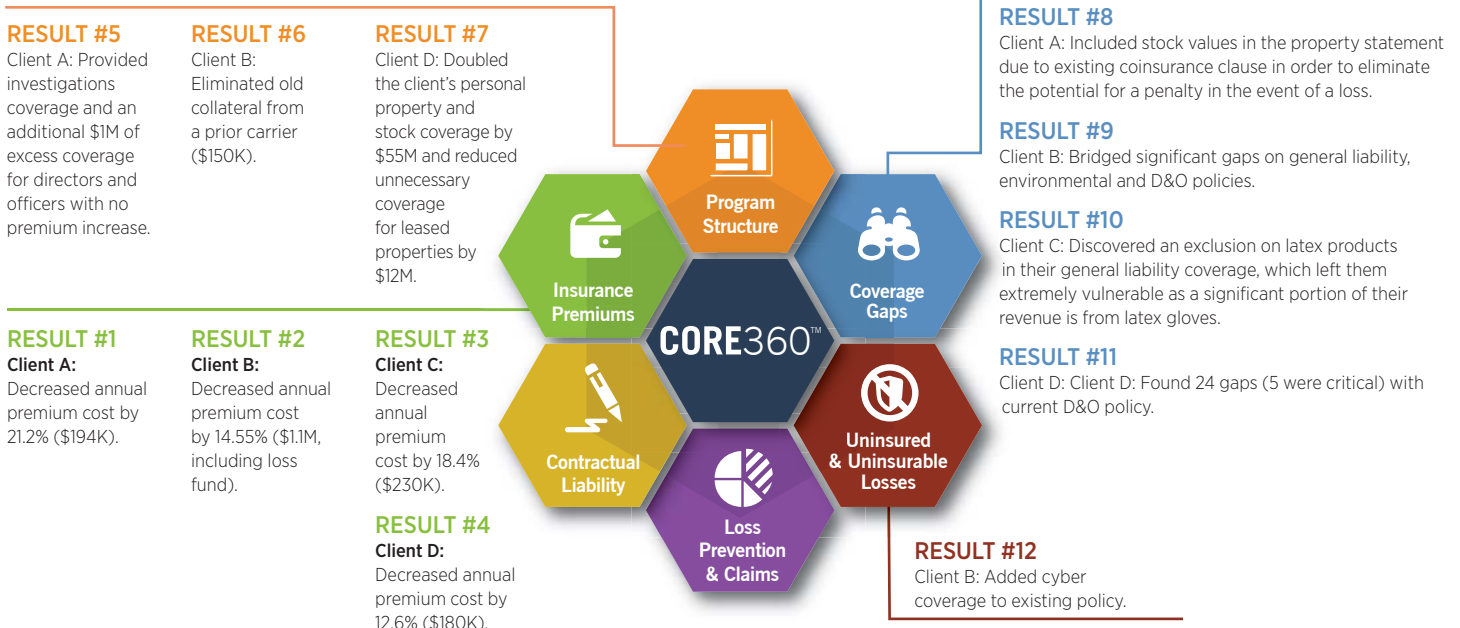


**CLIENT A** – West Coast distributor with annual sales revenues of \$150M.

**CLIENT B** – Midwest distributor with annual sales revenues of \$3B.

**CLIENT C** – Midwest distributor with annual sales revenues of \$950M.

**CLIENT D** – Midwest distributor with annual sales revenues of \$420M.



These results highlight just a few examples of Gallagher's impact on one client's risk management program. Our deep Transportation industry expertise allows Gallagher's Advisors to help our customers grow their businesses despite today's extremely challenging environment. CORE360™ provides every Gallagher client a comprehensive approach focused on minimizing their total cost of risk, delivered with best-in-class service.

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