



Make the smart move  
for your transport and  
logistics operation



**Gallagher**

Insurance | Risk Management | Consulting

**Trucks on the road are the vital connection in Australia's economy and, as our population continues to grow, the role you play in keeping the country moving will only be more important.**

The Gallagher transport insurance team draws on 30+ years' experience in providing protection and support to your industry, as a trusted business partner. Along with freight and logistics risk experts in-house, we also maintain longstanding relationships with leading transport industry bodies that keep us in touch with the changing risks you face every day.

Whether you operate a large national fleet, carry low risk or dangerous goods, own a small fleet or are an owner driver, our specialists are on hand and ready to help you and your business survive and succeed.

We're all about helping you achieve long-term success because when the transport sector is thriving, Australia is going places.

#### Our service offering covers

- prompt response and action on claims
- finding cost savings
- reducing exposure to liability and loss
- protection of your assets and profitability
- regulatory compliance
- staff safety and incident prevention.



#### We partner with the

- National Bulk Tanker Association (NBTA)
- Queensland Trucking Association
- Victorian Trucking Association
- South Australian Trucking Association
- Tasmanian Trucking Association
- Westroads
- Family Business Australia.

**Gallagher places and administers insurance cover for 4500+ transport and logistics clients**

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## Our partnership proposition

Gallagher looks after 120,000+ clients nationally, from micro-SMEs through to multinational companies and iconic brands, based on personal relationships that in many instances span decades.

We will

- help you get ahead of problems before they happen
- ensure your business complies with legal requirements – in local, interstate and overseas jurisdictions
- update your insurance to meet any changes your business might be going through.

### Experience

We have expertise in

- fuel
- dangerous goods
- general freight (including grain and livestock)
- heavy haulage
- warehouse and cold storage facilities.

### Accessibility

Personalised service, 24/7 claims channels.

### Partnership

Our brokers work with you to

- shape your risk management strategies
- meet your operation's goals
- support your long-term growth.

### Common ground

We cater to family based businesses and value lasting relationships.

### Compliance

Regulatory compliance awareness, audit ready advice and cover.



## Additional services

Transport businesses range from corporate fleets to one man – or woman – in a van, so we put together insurance solutions that match your risk profile: everything that you need and nothing you don't. We can also include your personal insurance policies in a single bundled package.

### Other policies your business may need

#### Marine transit insurance

If your operation relies on **marine transit** for any of its deliveries, insurance against damage or loss is essential. Gallagher tailors cover to your specific business needs or alternatively our exclusive Cargo Extra solution protects individuals or businesses from being held liable for damage or injury to third parties or property.

#### Management liability

**Management liability** insurance protects the company, individual directors and its officers against claims that may arise either internally or externally. The policy can be tailored according to the management structure and can include employment practices or tax investigation, for example.

#### Income protection

Unable to work? **Income protection** insurance typically pays 75% of your normal income in monthly instalments but Gallagher Benefit Services can formulate a flexible solution where you nominate when payments commence and how long they continue. Premiums may be tax deductible.

#### Workplace risk & workers' compensation

Our **workplace risk and workers' compensation** team helps our clients develop seamless risk mitigation programs and position themselves to achieve long-term improvements in safety and productivity while protecting their people.

#### Personal insurance

Owner drivers with sole trader operations can opt for single package cover that includes **home and contents and car insurance**, with more options available (4WD or landlord's, for example).

## Claims management and support

Our claims management employs a single team of experts around the country with experience in heavy motor, transport and marine transit claims.

We are committed to managing claims for ALL policies and to provide advice on policy wordings and potential claims as part of our overall service.

## We keep claims moving forward

Regular contact with our clients ensures they are updated on the status of their claims in terms of costs, information required by the insurer, expert reports and the avenues of subrogation being pursued, as well as insurer response.

#### We provide

- a single contact who stays in touch with you
- we go in to bat on our clients' behalf
- inside knowledge in specific types of claims
- monitoring and coordination of claims progress, so that our clients are kept in the loop.

## Global expertise delivered locally

We can meet you in person at your business anywhere in Australia. We have a network of 30+ regional and metropolitan branches, putting our insurance specialists where your business operates.

### Overseas capabilities

Overseas companies with a presence in Australia and local carriers extending operations offshore benefit from the international scope of Gallagher's industry knowledge and experience in meeting the requirements of overseas jurisdictions.

### National support

From local deliveries to triple road trains, Gallagher has the specialised expertise across all sectors, jurisdictions and fleet types to formulate an insurance solution that matches your needs.

## Whole of journey protection for your operation and people

We have developed the products you told us you needed, whether you manage a fleet or work as a contractor.

We cater to operations travelling

- interstate
- intrastate
- regionally
- import and export
- last kilometre deliveries.

### Owner drivers

For owner drivers and small fleet operators, our **TruckPac insurance** covers all the essentials in a single package, so you can focus on running your business.

### Fleets

Larger operators can take advantage of Gallagher expertise in developing **bespoke insurance packages** for your fleet's operations.

### Warehousing

Operations that provide warehousing services need **comprehensive cover against all risks for customers' goods** in their care.

### Dangerous goods

Exclusive to Gallagher, **Oilpac's cover options** cater to operators in the fuel and dangerous goods transport sector and include protection across three areas of exposure: motor, liability and property.

### All operations

**SmartProtect Cargo** is our exclusive insurance offering that provides a number of extra features for managing your freight risks.





## What our customers say about us

Gallagher has been the sole insurance broker for Victorian Freight Specialists (VFS) for the past 15 years. In a relationship which has seen year on year growth, insurance is one area of VFS's business where we do not have to worry and can rely 100% on the professionals to get the job done.

The Gallagher team ensures VFS is always covered for all situations which may arise for any insurance type: motor vehicle, public liability, marine transit and management liability are all professionally monitored by Gallagher on behalf of VFS. Their persistent legwork, following up of underwriters and collation of the most cost efficient and best fit insurance policies for VFS all lead to Gallagher being the VFS preferred insurance broker.

The team has always gone above and beyond for VFS. It's an extremely professional relationship which I can only envisage growing and becoming stronger over the next 15+ years.

**Clayton Forbes**, *Director, Finance, Victorian Freight Specialists*

The Gallagher team has been the go-to for our insurance requirements in the petroleum business in Australia for many years. Over that time they have provided guidance and support to me and my company and displayed a high level of knowledge of the insurance industry, in particular in the downstream petroleum industry. Their background research and attention to detail are truly phenomenal and give me significant confidence in all things insurance, including with any claim processes.

Bulk Fuel Australia is proud to be associated with the Gallagher risk management broker group. I would certainly recommend them for making our petroleum world just that bit easier, they certainly do for Bulk Fuel Australia.

**Gavin Pendergast**, *Managing Director and co-founder Bulk Fuel Australia*

The Davey Group is a large family-owned business that continues to grow in the area of standard and specialised road transportation equipment. We wanted to find a broker that we trusted to advocate for us when talking to the insurers. Gallagher not only puts The Davey Group first but also treats us as we would treat our clients. This traditional family-owned business value of The Davey Group is one that we also sought out in Gallagher.

We look forward to this being a long-term relationship, knowing that as our business risks continue to grow the Gallagher team is there with us to offer their strong customer care and client advocacy in all areas of our business. This includes all our sectors of engineering, road transport, agriculture and forestry for civil, structural and mechanical engineering projects.

**Tony Davey**, *CEO The Davey Group*

Maintaining and operating aircraft in the aviation industry we are constantly carrying out risk assessments to identify possible threats we face. One of the major issues we have identified is the one of our aviation insurance needs. Aviation insurance, along with our insurance for our fleet of dangerous goods vehicles, is a major priority for our company.

The way we mitigate one of our largest risks is to have professionals take care of all our needs. This is why we have entrusted the Gallagher team with all our insurance requirements and I value the support we get from them on a day to day basis or when required.

Irrespective if it is quoting, claiming or general advice the team at Gallagher has always been professional, ethical and above all flexible.

**David Boundy**, *CEO, Superair Australia Group*

# About Gallagher

Gallagher is an industry peak body-endorsed insurance broker and risk management solutions provider that specialises in putting together sector-specific cover structured to meet your individual needs. This personalised service is why people and businesses in more than 30 countries rely on us for their insurance requirements.

In Australia, Gallagher offers insurance broking, risk management, premium funding and offshore market placement. We provide tailored risk management and insurance products, solutions and advice to clients ranging from small to medium enterprises through to large multinational corporations, as well as selected affinity partners and trade and industry associations, such as the QLD, SA and TAS Trucking Associations and the National Bulk Tanker Association (NBTA).

Gallagher has been in the business of delivering transport and logistics insurance for more than 30 years and our brokers are industry experts who meet with clients face to face and develop real relationships to better understand their business needs.

## Who we are

Gallagher is one of Australia's – and the world's – largest insurance broking and risk management companies. We're the broker of choice for more than 120,000 Australian businesses – from micro-SMEs through to multinational corporations and iconic brands.

With 30+ regional and metropolitan branches across Australia, we understand local business communities because we're part of them ourselves.

Globally, the Gallagher network of 600+ offices in over 30 countries enables us to leverage relationships with international insurance partners to create programs that achieve claims outcomes beyond the scope of many smaller brokers.

### In Australia



**30+**  
Metro and regional locations



**900+**  
Professionals



**120,000+**  
Clients

### Global reach

Asia | Australia | Canada  
Caribbean | New Zealand  
South America | UK | USA

### Globally

**Fortune 500 company**  
**#462 in 2017**

NYSE listed

**1987**

**100+**

insurance and risk management solutions

Forbes magazine  
**World's Best Employers**  
**#344 - 2018**

**650+**  
offices



**30+**  
countries



**150 network**  
partner  
countries



## We're an ethical business, and proud of it

Gallagher has been recognised as one of the World's Most Ethical Companies by the Ethisphere Institute, a global arbiter of ethical business practice, for seven years in a row, the only insurance broker in the world to achieve this distinction.

This recognition underscores Gallagher's unwavering commitment to ethical business practices and is validation that our enduring core values and corporate culture are true differentiators and provide a competitive advantage in the marketplace.



**An ethical business leader**  
**for a 7<sup>th</sup> consecutive year**

# The Gallagher specialist transport team leaders

## NATIONAL



### Roz Shaw

Head of Transport

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Roz Shaw has more than 30 years' experience in the transport sector, including in general and refrigerated freight, from fuel transport and distribution to long distance and remote locations. She has run her own \$100 million turnover road transport operation, holds an MBA and is the former Vice President of the Queensland Trucking Association.

## TASMANIA



### Daniel Quintin

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Daniel has 19 years' experience working both within the UK and Australian markets. Having always worked as a broker, Daniel puts his clients' interests first, giving due regard to cover and service, while also striving to deliver competitive terms for clients. Daniel possesses a sound and robust risk management attitude which he applies equally to commercial and certain private line classes of insurance.

## VICTORIA



### Raymond Liu

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With more than 13 years' background in the fuel, transport and civil construction industries Ray Liu brings localised experience and technical knowledge to insurance placement for established and new businesses, account portfolio management overseeing claims.

## NEW SOUTH WALES



### Dev Colpan

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Dev is a specialist heavy motor broker with extensive heavy motor/transport underwriting expertise, having held related roles in the industry for the past 20 years. He became a senior member of the Gallagher team when the company acquired the specialist insurance business he owned and developed.

## QUEENSLAND



### Amedeo Pase

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Amedeo has more than 40 years' experience in the transport and logistics insurance sector. Well-known and respected in the industry, Amedeo joined OAMPS insurance brokers in 1979 and held state manager roles in Victoria, Western Australia, South Australia and Queensland. Managing Gallagher's largest fuel and transport portfolio, Amedeo has deep expertise in evaluating, placing and servicing complex risks.

## SOUTH AUSTRALIA



### Kerry Lovegrove

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Kerry has developed extensive knowledge of the transport industry and its challenges during her 15 years in insurance, predominantly in heavy transport. Having worked with industry associations and specialised products she has a high level of familiarity with the sector's needs and the applicable insurance solutions.

## WESTERN AUSTRALIA



### John Wholley

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John has been a specialist transport broker for 25 years. For the past 15 years he has been involved with developing complex insurance programs including risk management for major fleets in Western Australia - general and fuel, state wide and interstate. He is also closely connected with peak industry organisations.

## NORTHERN TERRITORY



### Damien Pile

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With more than 25 years' experience in building insurance solutions for the Northern Territory's transport industries, Damien was previously the NT Manager at CGU, where he was responsible for the reinsurance on construction programs. He has extensive experience in insurance underwriting, risk mitigation and developing solutions for some of the state's largest commercial transport and construction businesses.



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