



CASE STUDY

## Consolidated Trade Credit Programs Helps Lower Premium and Administrative Costs



### The Request

Combine subsidiary policies and receive the lower of the two policy rates

### Company Profile

Industry: Food Retail and Food Service

Annual Revenue: \$5 billion globally

### Request

A large food producer and distributor had two separate trade credit policies with differing structures for two of its subsidiaries placed with the same carrier. Due to losses, one policy carried a significantly higher premium rate. The customer engaged Brown & Brown to help combine the program at the lower of the two rates.



## The Solution

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Created a marketing campaign to provide alternative options



## The Results

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Policies were combined, saving over \$120,000 in premium

## Solution

The Brown & Brown Trade Credit team initiated a marketing campaign to provide the customer with alternative solutions. The incumbent saw the risk of losing the program and began working with the team to help find a solution.

## Results

Brown & Brown helped the customer to successfully combine the two programs at the lower rate saving the customer over \$120,000 in premium. Consolidating the two programs also allowed the customer to save on administrative costs, eliminating potential errors and streamlining the internal processing of a single policy versus separate policies.



## How Brown & Brown Can Help

Connect with our Brown & Brown team to learn about our knowledge in your industry, how we build our risk mitigation strategies and how we can aid your business in building a cost-saving program.



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