



WE ARE PROUD
LET US SHARE

TBA & OIL WAREHOUSE INC: A SUCCESS STORY

What was TBA's challenge/situation?

Previously to Gibson as our advocate we really didn't have anything incorrect happening, however they were not getting responses quickly for the times that they needed it. Cumbersome, slow not always accurate – simply put we thought we could look to see who else was on the market. Not unhappy – just not impressed. Prices continued to increase which initiated the desire to test the market place.

What part did Gibson play to get this back on track or in line with your goals?

Part of the process in evaluating new companies to work with- we brought in our existing rep and we brought in 3 others for the bid. Going through the renewal period—and when Gibson came in we were floored at the depth and analytical evaluation related to risk management – it was an enlightening when it comes to a traditionally stale topic as insurance, Overly impressed with the offerings, depth, solutions and the ability for Gibson to determine our risk ultimately, saving money on our rate. **A BIG WIN.**

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CHARLIE CROUSE
TBA & Oil Warehouse Inc

The Indy team we are continually impressed at how quick and accurately they respond to our needs. Gibson is a partner and goes above and beyond and adds value. Total encompassing experience.

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Protecting What Matters Most

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