



Allianz
Trade

TESTIMONIAL: GATEWAY LOGISTICS

“Allianz Trade
allows me the
ability to
move quickly.”



We recently caught up with Nick Pharo, the President of Gateway Logistics, a non-asset-based freight brokerage based in Cincinnati that helps customers move freight across the country. Gateway Logistics partners with us, using our expertise and [Trade Credit Insurance \(TCI\)](#) to protect its accounts receivable. Read on to learn how Pharo uses TCI to mitigate risk and strengthen the bottom line.

How has Trade Credit Insurance impacted your business?

“My overall experience with Allianz Trade has been very good. Having the insurance associated with those receivables gives us the peace of mind that no bankruptcy, or no change in a customer’s financial situation, is going to ruin our business. We’re able to pay our employees every single month on the commissions they did the last month because we’ve got the insurance in place. We’re not worried about whether we’re going to collect that money or not.

Why did you decide to partner with Allianz Trade?

“We’re not in the business of making credit determinations. We’re in the business of brokering freight, and that’s where Allianz Trade really comes in because they’re basically the backend credit department for us. They tell us what that number should be.

[ALLIANZ-TRADE.COM/CA](https://www.allianz-trade.com/ca)

Euler Hermes North America Insurance Company and its affiliated debt collection company are part of the Allianz group and market their products and services using the ‘Allianz Trade’ trademark.



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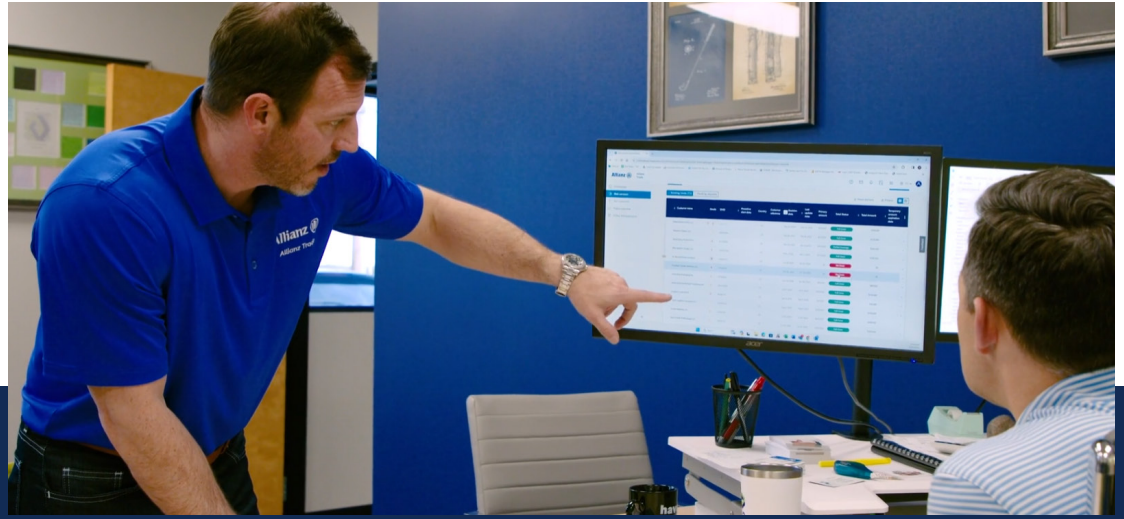
What is customer service like?

“The representatives we work with have been great, and very attentive. I can always get my rep on the phone. I’ve got their cell phone numbers, so if I’ve got questions, if I’ve got issues, I don’t hesitate to pick up the phone. They always answer. That’s been a very great experience.

How does TCI benefit your industry, the third-party logistics space?




“We’ve got the Allianz Trade Online platform, we get credit very quickly, and very easily, and we’ve got that resource there. Somebody who does that on a day-to-day basis.

It’s a quick business as it is. You might be talking to a customer on a phone call and they’re saying “Hey I’ve got this load for you, and I need it moved today.” And we’ve got to be able to make a credit assessment of that customer—is this somebody we want to do business with? We’re able to get on the Allianz Trade Online platform and put in their information and pretty much get a response within five to 10 minutes.



Customer Service Snapshot

When you partner with Allianz Trade in Canada, you gain access to service team members who help you make quick, accurate decisions. You can:

-  Access Allianz Trade’s **comprehensive database** of financial information to make instantaneous credit decisions
-  Use the **user-friendly portal** where the policy is managed for frictionless service
-  Speak to a **team member**—whether it’s your agent, customer service partner, or underwriter—to ask questions and get the answers you need.

At every stage, Trade Credit Insurance with Allianz Trade in Canada is designed to be a seamless one-stop shop for receivables management.

