RESILIENCE

Annual Report
2013

Client Profile: E. & J. Gallo Winery
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Jeff Wilson
Director of Risk Management

Troy Lute
Senior Loss Control Specialist

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Managing risk at every stage: “Given the international scope of our business, we have to think broadly about risk at all stages of the production and distribution process. With both property protection and business continuity goals in mind, we invited FM Global to tour our facility and listen to our concerns. FM Global came here and worked as a team with us—ultimately proposing options that included a recommendation to relocate the spirits inventory and upgrade sprinkler systems in several facilities.”

At that point, says Troy Lute, Gallo’s senior loss control specialist, “There was not enough full-scale fire test information available to provide the exact protection standards necessary for our finished goods spirits storage configuration. So, we and FM Global met with the local fire departments to determine the best course of action.”

Research proving ground: “Ultimately, we conducted a series of large-scale burn tests at FM Global’s Research Campus,” Lute continues. “This research helped us determine a protection scheme for our specific storage arrangement, which was lacking in the previously accepted industry standards. The results also led Gallo on a path of education and training that culminated in inventory relocation and upgrades to several of our protection systems.”

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