

WHAT'S NEW?

New partner for Withersnet panel

Subsidence repair specialist network Withersnet has added superstructure repair specialists Stress-UK to its panel of partner companies, bringing the member panel to four, joining co-founders Withers PLC, Bearing Foundations and Acorn Foundation Engineering. Withersnet managing director Rob Withers says this broadens the portfolio of services on offer and complements the expertise of the existing partners. "It's a great strategic move for us – the network is going from strength to strength as insurers and their suppliers recognise our ability to address their cost, capacity and service issues."

Withersnet was launched 18 months ago to provide subsidence repair solutions for the insurance industry. Partner companies operate as a self-managed network using a web-based central 'hub' administrative system and collectively have the capacity to handle in excess of £2m worth of claims per annum.

Hine first via imarket

Jason Battersby, northern business development manager of Acturis presents Chris Booth, group development manager of Hine Insurance (Didsbury) with a 16 year old single malt for being the first broker to place an integrated piece of business via imarket. See page 12



Towergate buy Fusion



The total premium now controlled by The Towergate Partnership is £1.26bn following the acquisition from SVB Holdings of the £104m property based commercial book of Fusion Insurance. The Fusion brand and current network of seven branch offices will be retained and the business will continue to be led by the same management team with the existing select panel of Fusion brokers.

The aim is that SVB will be replaced as capacity providers to Fusion by a consortium led by Norwich Union and will include composite insurers and Lloyd's. Andy Homer, chief executive of the Towergate Partnership says Fusion has been a success story since its formation in 2001. "Their targeted underwriting, focus on risk management, and ethos of close partnership with brokers has delivered a high quality book of business and excellent underwriting results."

Managing director Kevin Pallett

believes the change will bring new opportunities for Fusion's deliberately different way of approaching commercial insurance. "The Towergate Partnership is a natural home for us. As a 'virtual insurer' Towergate understands our business and commitment to meeting client needs and building strong relationships with brokers. They will provide the right environment for us to build and nurture the broker relationships which have been at the heart of our success."

Peter Cullum, executive chairman of Towergate Partnership adds that the old insurer/intermediary model of the 1980s is no longer able to meet the challenges of the 21st Century. "Our ambition is to create a fully comprehensive suite of general and specialist products for brokers. This acquisition represents a significant step towards the creation of a new model for the industry."

Pictured: (left to right) Geoff Crisp, Stuart Pettet, Peter Cullum, Kenneth Maciver, Kevin Pallett.

ACS adds sparkle to Argos Book

Allianz Cornhill Schemes has extended its all risks book for UK retailer Argos to cover jewellery cover both inside and outside the home with no excess charges. This follows on from the ACS mobile

Argos earlier this year. Andrew Cackett, strategic marketing manager at Allianz Cornhill Schemes, says "Our team has a real passion for partnerships, and this has been reflected in a series of new business

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