

# WHAT'S NEW?

## Withersnet contractor network expands

*Subsidence repair specialist*

Withersnet has added 12 superstructure contractors to its panel, providing a one stop-shop for clients wanting above and below-ground structural repairs. Formed in 2004, the network originally focused on below-ground repairs, but demand for mitigation work and wider solutions continues to increase.

Co-founder Rob Withers, managing director of Croydon-based Withers PLC believes capacity issues will move higher up the insurance industry's agenda if property damage claims increase as a result of the

summer high temperatures.

"I am confident the network can meet demands of insurers, loss adjustors and engineers.

Because the contractor has to input



Rob Withers

into the system, we can see at an early stage if there are going to be capacity issues and address them accordingly."

Withersnet is described as the first such UK network run by contractors for contractors. Partner companies operate as a self-managed network using a web-based central 'hub' administrative system. Collectively they have the capacity to handle in excess of £5m worth of claims per annum. Clients include Crawford & Co, GAB Robins, Graham Group, Cunningham Lindsey, Bureau Veritas and Infront Solutions.

## And Insure – new name for Catterall



The new name for Catterall Insurance Services is And Insure. Managing director Craig Fisher completed a management buy-out from the Catterall family in 2003, and the business now has a premium turnover of around £10m and employs 50 staff. "The insurance industry has been subject to relentless change in recent years and we wanted to create a fresh, simple, modern and vibrant identity to reflect this - whilst retaining our foundation of professionalism, customer focus and integrity," he says. "Since the MBO, the organisation has grown in every conceivable area. It has a new

culture and ethos and the new identity reflects these brand values. The next few years for And Insure will be very exciting. Our plans are to remain independent creating organic growth as well as growth through further acquisitions, creating new jobs along the way." Headquartered in Preston, there are additional offices in Birmingham, Accrington and Milnthorpe.

Pictured left to right Lee Wilkinson (sales manager), Julie Hodgson (operations manager), Craig Fisher (managing director), Judith Horrocks (company secretary) and Christine Harrison (general manager)

## Oval first purchase in Scotland

Oval has bought Glasgow based broker and financial adviser Service Miller – its 13th acquisition in three years. Founded in 1967 it employs 27 people and brings in annual GWP of £7m, and will form the basis of a new Oval office in the Strathclyde region. Managing director Robin Martin says,

"Paul Robertson and I weren't actively looking to sell the business. But we knew Oval were building a strong and successful group and that we should take them very seriously indeed. We share Oval's total focus on the client, and our existing clients will benefit from Oval's specialist teams around the UK."

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