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CII does not exist merely to be a pension scheme. If we don't cap our liabilities, we will end up like British Airways with massive pension deficits."

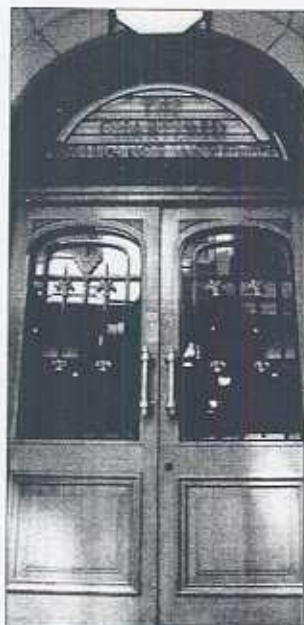
The move has been linked with a potential merger of the CII with the Institute of Financial Services, its parent the Chartered Institute of Bankers, or an overseas body, tipped to be the American Institute for Chartered Property Casualty Underwriters.

Although Mr Scott refused to comment on rumours of a merger, the report stated that the deficit has already been an issue in previous discussions with prospective merger partners. And it warned that competi-

tors could use the shortfall to undermine the CII's position with its corporate customers.

As a replacement for the final salary scheme, the CII paper proposes a move to a defined contribution scheme. Mr Scott commented: "As the employer, we are proposing to put forward 20% of members' salaries. This is very generous; the average employer contribution is 6%."

Although it has been estimated that to close the account the institute would have to pay £8m — with certain assumptions being made about recoveries — *PM* believes the site of the CII headquarters at One Aldermanbury — valued at £12.5m — would not be used as collateral.



■ Headquarters: not collateral.

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■ Langan: television campaign.

He continued: "The television marketing is at an early stage at the moment. We haven't decided the format yet but it will be appealing to that more discerning end of the market — of which there are three million households."

As for budget, Mr Langan would only reveal it would be spending five times as much as its previous campaign.

Trio wins business on revamped RBSI panel

MAJOR players Crawford and Company, GAB Robins and Cunningham Lindsey have all won business as a result of the Royal Bank of Scotland Insurance loss adjusting panel review, *Post Magazine* understands.

The panel — finalised late on Tuesday night — also includes smaller niche players, according to a holding statement from the banking giant.

An RBSI spokeswoman told *PM*: "RBSI has concluded its review of loss adjusters and associated specialist services and is currently in the process of communicating the outcome to interested parties. The resulting panel includes representation from both broad and highly specialised companies that are able to meet the needs of our business."

Crawford is believed to be particularly happy with the outcome, given that the major RBSI brands — Direct Line and Churchill — had previously appointed Cunningham Lindsey,

GAB Robins, Ashworth Mairs Group and Davies when their panels were previously tendered in 2003 and 2002, respectively.

Crawford — along with other companies understood to have been victorious — was unable to comment as *PM* went to press.

One company not involved in the process, despite being chosen by Churchill prior to its takeover by RBSI, is AMG. It said it had "declined to participate in the tender in quarter-four of 2004 on the basis that such a relationship did not fit with its long-term strategy".

Full confirmation of the panel is expected to be unveiled later this week — check www.post-magazine.co.uk for details.



■ Churchill: RBSI review over.

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