

Construction Insurance Focus

CLIENT Acheson Glover

COST CATEGORIES Insurance

SECTOR Manufacturing

INSURANCE CHALLENGES

A major challenge for construction companies is to improve every aspect of their performance and control, whilst reducing costs. Insurance is a key cost within any organisation and one which demands senior managements attention.

Whilst it is possible to reduce cost, it is essential to ensure the insurance cover is absolutely right for each individual company within its industry sector. With continuing changes in legislation this presents a new challenge for construction companies.

WHY USE ERA

ERA is a division of Expense Reduction Analysts, the largest expense reduction consultancy in the world.

ERA is not a broker or insurer and does not handle or transact insurance, giving significant advantage of independence in supplier negotiations. Unlike brokers, we will carry out our work under a no-saving, no-fee arrangement, as with all other ERA assignments. This means that if we are unable to obtain a saving on an equivalent basis we will not charge you a fee, but will still be giving you peace of mind that you are not being overcharged for your insurances.

There is absolutely no risk in this for you. You obtain the best renewal terms from your incumbent broker that you can. These will then be used as a benchmark against which we will work to secure further savings. Our success rate is over 90% with average savings of 15% being achieved for our clients.

SUCCESS STORY

Established in 1960, Acheson & Glover is a leading manufacturer of paving and flags, masonry block, retaining walls, bricks, mortarless brick system, hollowcore flooring and stairs.

Acheson & Glover's impressive portfolio of products are manufactured to the highest standards and are supported by a fast and efficient order and delivery service, and a nation-wide sales team employing over 430 people in the UK and Ireland. The company is renowned for its professional approach and effective processes for supporting its customers.

All sectors of the economy are continually being challenged to improve every aspect of their performance, and manufacturers of construction materials are not excluded. In order to maintain and improve their competitive position Acheson & Glover regularly review their processes, including their cost base, to ensure they are maintaining pace with market and competitive developments.



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Acheson Glover
Financial Director - Leonard Knox

The cost of insurance is a major and critical expenditure, the premium price being only one consideration; it is of no value having low-priced premiums if this results in inadequate cover. Whilst Acheson & Glover were keen to reduce their

premiums, they were also very concerned the quality of their cover and service received would be the same or improved.

After initial discussions with ERA, a specialist division of Expense Reduction Analysts, Leonard Knox the Financial Director was confident that because of the professional processes they adopt, allowing ERA to investigate the cost saving opportunities would not jeopardise the quality of their cover and service.

“ERA provided an impartial source of information and have been able to achieve significant savings through their knowledge of and unique positioning in the insurance market place.

As a result, they have reduced our insurance costs significantly by 20% per annum. We were very surprised and delighted with the outcome and would not hesitate in recommending ERA to other organisations who are seeking overhead reductions. We look forward to an ongoing liaison with ERA and have no doubt they will continue to assist us in securing best value in the future.”

Leonard Knox - Financial Director
Acheson & Glover
www.acheson-glover.com

Q&A

Q. We are happy with our own broker and do not wish to change.

A. That’s not a problem. ERA will work with your incumbent broker to achieve an enhanced offering.

Q. Why should we pay you 50% of savings we might have achieved ourselves?

A. You’re not. ERA only negotiates forward the terms of the programme, once clients have carried out negotiations themselves and have obtained the best combination of cover, service and cost which they can, meaning the benchmark for calculating these savings are the terms you would otherwise, have actually paid. Therefore there is no risk in this for you.

Q. How can ERA succeed better than a broker in reducing costs?

A. ERA is independent and objective and not being tied to any broker or insurer means that the best deal can be secured for the client without vested interests being involved. All ERA reviews are managed by specialists who understand the markets and how to maximise the entire insurance buying process.

Q. Will we be charged a fee if ERA do not identify any savings?

A. No, ERA will only charge a fee for meeting a pre-agreed success criteria.

Q. The insurance programme is of vital importance to us as a company.

A. All our projects have to deliver results which either match or improve upon the quality of cover, service and security. Our projects are only judged as being successful if we either match or improve upon the quality of cover, service and security at a lower cost.

Q. We’re a unique risk with very few markets available?

A. Our key strength is in ensuring that an increased level of insurer appetite is generated. ERA have worked on many projects where the clients risks are unique and who believed no greater interest could be achieved, but this was realised.

Q. It is vital that we work with quality brokers and insurers.

A. ERA only introduces reputable major national brokers and insurers that can demonstrate not only a sound financial rating but also relevant business sector experience and service standards.

Q. We are part of a multinational programme.

A. ERA have managed reviews for many UK operations of multinationals and worked to deliver projects which have resulted in reduced costs. ERA’s team has extensive knowledge and experience of multinational programmes and how to deliver results within this environment.

HOW TO CONTACT US:

Chris Coomber
ERA
2nd Floor Europe House Bancroft
Road
Reigate, Surrey
RH2 7RP
Tel : 01737 226866
Fax: 01737 237824
Email :
cocomber@expensereduction.com