



BRIDGE
INSURANCE BROKERS LIMITED

Leisure Sector



ABOUT BRIDGE



Logical

Innovative

Professional

Dedicated Leisure Team

Providing cost effective insurance

Tailored Health & Safety Support

'Best Practice' benchmarking

Reducing Claims Costs

Solving Problems



OUR TEAM



Peter Warburton, Director

Peter began his career at Lloyd's of London and has been working in the insurance industry for over 30 years. He joined Bridge in 1996 and became a Board Director two years later. A Chartered Insurance Broker and Fellow of the Chartered Insurance Institute Peter's particular areas of expertise include liability and innovative programme design. Peter views his key role as that of a specialist business advisor ensuring that Bridge Clients obtain the optimum balance sheet protection using the right mix of risk transfer and risk retention.

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Daniel Stockley, Head of Sales

Daniel has worked in the insurance industry for over 10 years and has experience in dealing with corporate and commercial Clients, mainly in the manufacturing and contracting sectors. He enjoys getting to know all prospective Clients' businesses, in order to deliver robust insurance programmes and provide balance sheet protection.

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DELIVERING SOLUTIONS



The Business:

One of the UK's leading restaurant groups, responsible for a family of brands including Piccolino, The Restaurant Bar and Grill, Zinc Bar and Grill and Bank Restaurant and Bar.

The Problem:

As a growing business both organically and through acquisition they were fast changing and were disappointed with the level of service and slow response to change of their existing broker.

What we do for IRC plc:

At the early stages we took time to understand the business thoroughly. We then sought out insurance partners prepared to commit to competitive premiums and cover to suit a business keen to protect its assets and liabilities effectively but also who work in a highly competitive industry where maintaining margin is so important.

What IRC plc say about us:

'We took the decision to move to Bridge from our multinational broker. Why? Simple. We felt that the firm's locality and size meant that they could deliver the quality of service, standards and care that had been promised by others but not delivered, and bottom line - we trusted that they could deliver. More importantly they did deliver. Their understanding of our business needs allowed them to market the business to potential insurers more knowledgeably and achieved great results (in savings) that were above our expectations. They have been extremely proactive in ensuring that our cover is adequate but not excessive and have made a number of recommendations that we have since implemented. In summary we have found Bridge to be an extremely professional firm with individuals who are keen and do deliver a consistently good and timely service that meets our day to day business needs.'



The Business:

Parkwood Leisure is part of Parkwood Holdings plc - a leading provider of support services to public and private sector clients. The Group employs over 6,000 people throughout the UK.

The Problem:

With more than 75 Leisure Centres and golf Clubs, Parkwood Leisure and Glendale Golf were acutely aware of the risks of managing premises and the additional risks associated with open spaces and sporting activities. They were aware that any organisation that welcomes large numbers of children and adults to their premises will inevitably be subjected to legal action if someone is injured. They were unhappy at the way in which their insurers and brokers were failing to provide robust defence to such actions.

What we do for Parkwood Group:

Parkwood chose to work with us because we provide a dedicated in-house claims team who are able to deliver a proactive claims service, challenging estimates and helping Clients mount a strong defence. We have introduced Parkwood Leisure to our Claims Defensibility programme; training Leisure Centre Managers throughout the UK and we expect this to deliver real results in reducing claims costs.

What Parkwood say about us:

'Bridge was selected to be the insurance broker for Parkwood Leisure in 2008 on the basis that they would provide a competitively priced service that was adapted to our business needs. They have fulfilled this and provided a service that is second to none. By supporting our robust approach to claims management, backed up by easy access to advice and guidance and supported by a progressive training package to key staff, Bridge have added value. Parkwood Leisure are happy to recommend Bridge as a valued business partner.'



The Business:

The YMCA is a leading Christian charity committed to supporting all young people. They are the largest voluntary sector provider of health and fitness services that promote physical activity and healthy living.

The Long Term Relationship:

'We are delighted to have worked with Manchester YMCA as their professional advisers and insurance partner for more than 15 years.

What we do for The Y Club:

With any charitable organisation, cost control is key so that the maximum of limited resources are available for their work with the community. We have been delighted therefore, while also handling all their day to day insurance queries and providing claims support, to be able to consistently deliver competitive pricing for their insurance cover requirements. We have also provided a stable team who really know the business (including attending their local Gym). One of our Board Directors has been the Account Manager for Manchester YMCA for all 15+ years of our business association.

What the Y Club say about us:

'An insurance broker is someone you try to beat down on price and expect him to increase premiums year on year. Well, I have found Bridge to buck that trend and actively scour the market for the best deal for us year on year. And, on those few occasions that we have had to make a claim, Bridge have guided us through and made sure we got maximum recompense with minimum impact on future premiums. We have to be open for business 24/7; reputation and customer satisfaction is all; Bridge make a good partner in that they strive for excellence at all times.'

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