

Covered



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Oval Newsletter

Spring/Summer 2007



© Chatsworth House Trust, photo by Gary Rogers

Why personal service matters

By Jeff Herdman,
Group Managing
Director, Oval



"IT IS TREMENDOUSLY reassuring when you run an adviser business like ours to know that the clients and partners who choose to work with us value high-quality service as much as we value giving it.

Of course the idea of a service culture means different things to different companies. But at Oval we simply think of it as personal service.

The truth is that the businesses we work with throughout the UK, as well as the individuals who run those businesses, do not want a 'one-size-fits-all' approach to risk and financial services. What we are all really looking for is a personal service. A service that is tailored to our business needs and delivered in a way that makes sense to us.

This was at the heart of the advice we gave Lane4 to help them set up a flexible benefits package. And it was why we won the contract to supply insurance consultancy to the Devonshire Group.

A personal service tailored to each of our clients. That is at the centre of absolutely everything we do. So if there is anything in this issue of Covered that you would like to find out more about, then please get in touch. We very much look forward to working with you."

To find out more about what Oval can do for your business, call Jeff Herdman on 0121 606 0660 or email jeff.herdman@oval3.theovalgroup.com.

OVAL IS DELIGHTED to have been appointed as broker to the Devonshire Group, and is looking forward to building a strong working relationship. The Group includes some of the most prestigious historic buildings in the UK and Ireland: Lismore Castle in Ireland, Bolton Abbey in Yorkshire and of course Chatsworth.

Oval survey shows value of staff benefits

By a Covered correspondent

BUSINESSES ARE MISSING an opportunity to make the most of staff benefits, according to a new survey commissioned by Oval Financial Services.

The survey, carried out by YouGov, asked more than 4,000 employees from companies throughout the UK what they thought about the benefits they receive. Among the report's key findings are:

- Just 18% of staff fully understand how much their benefits cost their employer.
- Only 24% fully understand how their benefits work.

According to Debby Hannaford, Oval's reward and recognition expert, the survey has significant implications for businesses.

"If I were an employer I would be concerned that staff don't understand their benefits. If they don't understand them then they are less likely to value them," she says.

Hannaford adds it is surprising that so few employees have any idea of what their benefits actually cost their employer. "The irony is that benefits are a significant cost to any business.

They're a great way of showing staff how much the team is valued – and how much the employer is willing to invest in keeping them."

"Recruiting and retaining staff are key challenges facing employers, and reward has a crucial role to play," says Hannaford. "This survey can be used as a starting point to show what employees actually want, and so help employers develop their reward strategies, as well as being a vital part of their benefit review process."

Among the other findings of the survey are that:

- 64% of respondents earning the UK national average salary don't believe they are saving enough for their retirement.
- Included in the top benefits respondents would like to receive from their employer were private medical and dental insurance.
- When asked, 70% of respondents would use the internet for financial advice.
- The top three issues concerning employees are getting a better work/life balance, maintaining good health, and having sufficient income during retirement.

To find out more, call Debby Hannaford on 07717 802519 or email debby.hannaford@oval2.theovalgroup.com.

OVAL SPECIALIST: CASE STUDY

Fork Lift Truck Association

By a Covered correspondent

THE FORK LIFT Truck Association is the most representative body of its kind in Europe.

Set up in 1972, it exists to maintain standards in the fork lift dealership business. It aims to protect the interests of consumers and enhance safety and productivity in the workplace of association members.

FLTA members have access to the latest health and safety information and meet a stringent code of practice. As a result they operate to a higher standard and – arguably – are

It was left to Oval specialist Richard Wayman to help – by pointing out that FLTA membership required such strict safety standards that insurance cover could be significantly improved and far more cost effective.

“We already had a couple of operators as clients – and we were extremely impressed by the standards they worked to. And yet the insurers just weren’t responding to that,” says Richard Wayman.

After a thorough investigation by Wayman’s specialist team, it became clear that the FLTA itself

“Here was an insurance broker willing to understand our business.” – David Ellison Chief Executive of FLTA

a safer bet for insurers than those fork lift truck operators that aren’t members.

Ironically, although the FLTA makes extensive recommendations to members about training and even about suppliers, until three years ago it didn’t have a position on insurance.

“Obviously all our members have required insurance, but this was never something we chose to look at on a central basis before,” recalls FLTA chief executive David Ellison.

“Insurance was actually quite difficult to deal with. It’s not that it was hard to find. It’s just that if you go to a broker who doesn’t know the business then they don’t really understand how a dealer may operate with their customers.”

could help bring about a significant change in pricing for their members.

“Richard put together a product that made a huge amount of sense for us,” says Ellison.

Oval’s expertise has helped to win more FLTA clients, which has in turn deepened their knowledge of the business. FLTA members’ engineers have to be out and about on the road, working and operating on other people’s sites. This highlights further specialist insurance requirements where work is undertaken both on the dealer’s premises and away from it.

“Those sorts of issues are important to appreciate. Members need to feel assured that they are not paying over the odds because they are



© Fork Lift Truck Association

dealing with brokers who don’t understand the business,” says Ellison.

“Richard’s work has definitely made it easier not just to obtain insurance coverage but also to cover all aspects of their requirements. Now areas like engineers’ indemnity are properly covered,” says Ellison. “It has helped us enormously to work with someone that understands the business and understands what the issues are.”

Since the start of that relationship four years ago,

Richard Wayman has been invited to take up membership of the FLTA – currently the only insurance broker to have been invited to join.

Ellison says: “Oval is taking part in our events not only as a broker but as a member of the association. As they become more familiar with our business, they will become even better known within the association.”

If you would like to find out more, call Richard Wayman or Chris Forster on 02476 232600.

Association members benefit from Oval schemes

OVAL HAS been involved with trade associations in the construction industry for more than 15 years.

The Construction Plant-hire Association (CPA) and the Heating and Ventilation Construction Association

(HVCA) are the latest organisations whose members now benefit from Oval schemes.

“We have a good working relationship with the CPA,” says Oval construction specialist Steve Lestrage. “Employers and public liability, owned and

hired in plant are among the exclusive covers we have specifically designed to meet the needs of the CPA membership. Oval working with the CPA means that their members have an organisation that understands their industry and

therefore can meet their insurance needs more effectively.”

If you would like to find out more, contact Steve Lestrage on 01992 449449 or email steve.lestrange@oval2.theovalgroup.com.

Solicitors advised to fix their premium costs for professional indemnity

By Covered correspondent Martin Hennessey

SOLICITORS WHO DON'T fix their premium costs may end up over-paying for their Professional Indemnity cover from 2008, warns Steve Webb, Development Director, Financial Lines, Oval. "PI costs for solicitors have been reducing over the last three years and many firms may have failed to optimise their costs and achieve the best result in a softening insurance market," warns Webb.

There are clear signals that the market may turn in 2008

"Just because premiums have gone down doesn't mean they will continue to reduce." He believes there are clear signals that the market may turn in 2008.

"Predicting future premium rates is never an exact science, but there are two good reasons to believe PI costs for solicitors could become more expensive," he says.

"The most obvious sign is that premiums have been dropping over a long period. Sooner or later they will start to rise again. The second is anecdotal evidence from insurers we're speaking to of a significant increase in claims. It is now seven years since the demise of the Law Society-run Solicitors Indemnity Fund (SIF) and, overall, the premiums are much lower now than they were in 2000. Yet at that time claims costs were exceeding premium levels. All of this points to a need for insurers to increase future premium levels."

"We have been working with solicitors for many years and have seen the changing premium cycles as a result of numerous factors. Our experience gives us an intuition about the direction in which the market could be heading – and that is likely to be upwards."

According to Webb, the sensible move for a solicitor is now to commit to long-term fixed pricing arrangements over two or three years. "It's exactly the same as a mortgage," he says. "When interest rates are dropping, it's wise to be on a variable rate. But the moment the interest rate cycle starts to rise, it's time to get a fixed rate deal."

Oval has negotiated two- and three-year deals with a number of leading PI insurers. If you are a solicitor firm and would like to know if your policy is the best you could possibly obtain, contact Steve Webb on 0116 204 3055 or email stephen.webb@oval2.theovalgroup.com.

CASE STUDY

Risk audit wins premium discount for Derby legal eagles

FAST-GROWING Derby law firm Smith Partnership cut their insurance costs by signing up to a two-year fixed deal and commissioning an audit of their business risks management.

The risk audit took place over a week and involved conducting a series of phone interviews with staff. Carried out by specialists Legal Risk, it was designed to check that the firm had robust risk management procedures in place and that they were being adopted by all.

"As solicitors, our largest insurance cost is professional indemnity," says Simon Rowley at Smith Partnership. "Oval talked to the insurers for us and got them to agree that if we carried out a risk audit, the insurer would cover the cost. So the first benefit for us was that the audit paid for itself," he recalls.

Reduced potential claims

But there was another positive. The audit revealed a number of issues that could have caused problems for Smith Partnership and were now able to be addressed. "The audit was great for us because we were able to improve our risk management procedures, and that means we actually reduced the number of potential claims."

And the most obvious benefit of all was the price of their next PI premium. "When we came to renew our insurance," says Rowley, "we could show that we've got really good policies, practices and procedures in place; the premium was cheaper."

To find out what a risk audit could achieve for your business, call Steve Webb on 0116 204 3055 or email stephen.webb@oval2.theovalgroup.com.



Personal service: a personal view

By Rachel Gilliam,
Head of Private Clients,
Oval Insurance Broking

"PRIVATE CLIENTS have individual and often highly specialist risk consultancy needs. My team's job is to build a relationship with clients and gain their trust by offering a first-class personal service.

The specialist nature of looking after people with expensive homes, fine art and prestige motor cars means the

team must be knowledgeable about these items and have a desire to offer high-quality advice. They need to be flexible and ready for the inevitable last-minute purchase or out-of-the-ordinary situation.

Every client is allocated a client manager who looks after all their individual insurance requirements – from the new business process right through

to claims handling and renewals. Through personal contact – visits, phone calls, emails – we aim to tailor an insurance programme around our clients' requirements. This means that Oval can often put together a bespoke personal portfolio that includes all of a client's private insurances with a single insurer. This improves cover across the board, and it

also often saves the client money and time.

The role of the client manager is key to the success of Oval Private Clients. Our reputation has been based on quality service and best advice. As a result, the majority of our new business comes through personal recommendation."

CASE STUDY

Portfolio approach to insurance

By a Covered correspondent

A MANCHESTER-BASED retail entrepreneur had several policies including household, property owners, motor fleet and travel insurance.

"When we carried out a review we found that our client was insured with several different companies and had multiple renewal dates, which gave him a severe headache," says Rachel Gilliam. "And although the separate insurance policies were competitively priced, they were not exactly what he wanted. He often felt that he had to fit into a product rather than the other way round."

Oval re-arranged all of the client's complex policies into just two – family fleet and household insurance.

"The client originally had five separate policies to cover his vehicles. So we came up with a single policy that catered for everything. It included breakdown cover, agreed value and several other cover enhancements that he found useful. The policy actually cost a little more than he was currently paying, but he said it was worth it for the time he'll save in the future."

On the household insurance side, the client owned a large house in the country, a couple of investment properties that he lets out, two overseas holiday homes and a house for his daughter. Gilliam recalls what a hotchpotch of policies he had. "Again, all of these properties were insured separately and he had lost track of sums insured. So we offered a portfolio policy covering them all with an insurer who specialises in the insurance of fine homes."

'Masterplan' portfolio

By placing the insurance with a firm that offered a free home appraisal, Gilliam's team was also able to increase the client's sums insured to a more realistic figure – an increase of 120%.

"This gave him real peace of mind that his property was correctly insured."

The policy covered all his possessions on a worldwide, all risk basis taking the worry out of making sure his personal possessions cover was adequate. As icing on the cake the policy covered the entire family residing at the house for annual travel. Gilliam recalls the client's reaction: "He found it genuinely useful. He calls his portfolio his 'Masterplan' and now has a single renewal date and pays his premiums on a single interest-free direct debit arrangement."

If you would like to find out what Oval's private clients team can do for you, call Rachel Gilliam on 0116 254 6221 or email rachel.gilliam@oval3.theovalgroup.com.



The Trust's headquarters, Burgate Manor, in Hampshire by S Tapper

Insuring the future

By Covered correspondent Caitlyn Granse

AS MANY people know, Oval helps protect the valuable things in life. Works of art. Jewellery. Houses. The countryside. That's right – the countryside.

Since the 1950s our countryside has changed significantly. The intensification of farming has meant that many of our best-loved game and wildlife species have faced massive declines.

We cherish the countryside and want to help conserve it for future generations. And that's where The Game Conservancy Trust comes in.

As a conservation charity, The Game Conservancy Trust uses science to promote game and wildlife management as an essential part of nature conservation. They promote their work to conservationists, including farmers and landowners, so that Britain's countryside and its wildlife are enhanced for the public benefit. They also influence government policy with sound science that creates progressive and effective policies.

Oval has been supporting the work of the Trust for over a decade and provides the Trust with general insurance, buildings insurance, employee benefits and financial advice for its staff. It also provides extensive high-net worth household insurance cover for Trust members.

Liz Scott, Sponsorship Manager for the Trust, says: "For 12 years Oval has been great for us and our members. Their vital support of our conservation work means we are insuring a brighter future for the countryside."

To find out what Oval could do for you, contact Patrick Foote on 020 7422 5621 or email patrick.foote@oval1.theovalgroup.com. To learn more about the Trust visit www.gct.org.uk.



ADVICE IN ACTION

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Tackling inheritance tax

Is 84 too old to make a difference to inheritance tax? Not for one recent Oval client. Carl Gray explains how Oval helped this octogenarian eliminate his potential IHT liability completely

“IT’S USUALLY CONSIDERED impossible to eliminate IHT for older people. However, we have achieved exactly that for one client by putting together a package of measures.

They included setting up a without profits whole of life policy with Provider A, established on the client’s life with a guaranteed premium and a sum assured equal to that of the inheritance tax liability.

It is important to remember that such applications are subject to underwriting and any application may be declined or premiums rated. In this instance, the application was accepted at standard rates with annual premium of about £7,000.

Next we placed this policy within a suitable trust from its inception and at that time would not have been subject to any lifetime IHT charges. This legislation has now changed, but in most instances, there will be little or no lifetime IHT charges applicable.

Once the life policy was in force, the capital of £100,000 was used to purchase a non-capital protected purchased life annuity with Provider B. This immediately reduced the client’s potential IHT liability to nil, unlike most gifts, which require the client to

survive a period of seven years to achieve this. The annuity generates approximately £15,000 net income per year, which ceases on the client’s death.

The life policy ensures that the client’s heirs do not lose the £100,000 that has been invested in the annuity as this will be paid out on his death from the life policy and the premiums for the life assurance policy are covered by the annuity income. Furthermore, additional income of approximately £8,000 net per annum has been generated. The client will need to make sure that he spends this otherwise it will accumulate within his estate, creating an IHT liability again.

This solution works not only as in this case to eliminate the potential IHT liability at that point in time, but can be used to simply reduce an estate’s potential IHT liability when it is not financially viable to place a majority of assets into an arrangement like this.

The factors determining a successful outcome to this approach are age and health. Both the annuity and the life policy use these as key factors in the terms offered and for the life assurance, there are maximum age limitations for

applications. However, there is no cost or risk in finding out if this solution is viable for you and even if it proves not to be, this is only one of a number of IHT planning strategies we can offer.”

Inheritance tax: the facts...

- * Inheritance tax (IHT), also known as death duties, has existed since 1796.
- * Since 1995/6 house prices have increased by 199%, but the IHT threshold by only 95%.
- * 12% of all owner-occupied properties exceed the 2007/8 IHT threshold.
- * It is estimated that over the last five years IHT revenue will be £16.4 billion.
- * Gifts to charity are exempted from IHT.

If you would like to find out what the Oval Financial Services team can do to help your inheritance tax planning, call Paul Butler on 0115 937 1329 or email paul.butler@oval2.theovalgroup.com. Alternatively call Carl Gray on 0115 937 6100 or email carl.gray@oval2.theovalgroup.com.

Lane4 named one of the Sunday Times Best Small Companies To Work For

By Covered correspondent Martin Hennessey

CHAMPAGNE CORKS were popping at the HQ of Lane4 as the company celebrated second place in the recent Sunday Times Best Small Companies To Work For.

Lane4 is a global performance consultancy, set up in 1995 by Olympic Gold Medal swimmer Adrian Moorhouse MBE and one of Britain's top sport psychologists, Professor Graham Jones.

The Buckinghamshire-based business has a team of more than 60 and provides award-winning consultancy to clients such as Coca-Cola, Sainsbury's and Dixons Store Group.

The awards are voted for by company employees and cover categories like leadership, personal growth, well-being, teamwork, fair deal and giving something back. Lane4's win comes just 18 months after Oval helped the company structure a highly flexible employee benefits package.

Covered asked HR Director Ruth Cavender about the importance of their pioneering benefits package and what she thought of her experience working with Oval's employee benefits consultant Billy Johnson.

Covered: How have benefits helped you become one of the UK's best places to work?

RC: The benefits package is only a part of the employee's experience, but it is undoubtedly a significant one. If a company's benefits package isn't carefully thought out, then staff may not value what they receive, and I believe that this may impact on their commitment to the organisation.

Covered: So why did you choose a flexible benefits package?

RC: We want to help staff to help themselves. Our previous scheme was fairly limited and I don't think people really knew what they were entitled to or how they could actually receive their benefits. A flexible benefits package means employees are more likely to engage with their own rewards better. Now that our staff have been given choice and flexibility they are asking questions and making suggestions about what they would like for the future. We want employees to fully 'own' their benefit selection. This makes perfect sense for us, as an organisation, and for our employees, as individuals.

Covered: Have your staff noticed a difference compared with past schemes they've been involved in?

RC: Absolutely. It's been an eye-opening experience for some of my colleagues, who didn't really understand what their benefits meant. Now they've started asking questions. They're asking for some very dedicated advice – and that's great, because they're starting to shape their own financial future.

Covered: What's been the greatest benefit to you as an employer?

RC: I think this has been crucial for me in helping recruit the right people. Although our salaries are upper quartile, they're not London salaries, and a lot of the best talent is drawn to London (and to those salaries!). Our flexible benefits offer has helped me from a negotiating point of view in recruitment. I'm able to explain that these benefits represent an additional 11% over income and I know that candidates value the choice that comes with this benefits package.

Covered: Why did you select Oval to help set up your benefits package?

RC: Oval were our insurance brokers. We had a very good relationship with the insurance side of the business and to be honest, we didn't shop around. I felt sufficiently satisfied with the integrity of Oval from an insurance point of view to respect the recommendations and meet with Billy and talk about benefits. I already knew how I wanted to shape the scheme but Billy contributed fresh ideas and helped to bring the scheme alive. Certainly, in terms of materialising the concept, that came from Oval. Billy put us in touch with Staffcare (Oval's recommended web-based management package) which, because of its self-service nature, creates a dynamic platform for the scheme and emphasises that employees now have a choice.

Oval have been very good for us. They've been extremely responsive to what we've been trying to achieve.

If you would like to find out more about employee benefits, call Billy Johnson on 0116 254 6221 or email william.johnson@oval2.theovalgroup.com.



Oval to support FSA in world-leading project

OVAL HAS COMMITTED its support to a major financial capability programme from the Financial Services Authority (FSA). It will supply up to eight advisers who will act on a volunteer basis for the FSA in delivering a seminar programme to employees.

The workplace initiative, Make the Most of Your Money, was launched last year and is part of the FSA's commitment to improve levels of financial capability across the UK. Other priority areas include work in schools, places of higher and further education, and with young adults, with new and expectant parents, via their Moneymadeclear website and online tools. By March 2011 the FSA hopes to have reached 10 million people.

Kevin Williams, Oval Financial Services Midlands Regional Director, said: "I am absolutely thrilled that the FSA has put

together a programme to help employees become better equipped to make the most of their money."

FSA Workplace Manager, Susan Cassar, adds that the programme provides employees with factual information on how to manage their money, which comes in the form of a booklet that supports seminars held at the place of work.

For more information, email workplace.team@fsa.gov.uk or visit http://www.fsa.gov.uk/financial_capability/story/workplace/index.html.

FSA research shows benefit of financial education

RESEARCH by the FSA has shown that employers who offer personal finance training to employees can make a real difference to the lives of people who work for them.

To date, the workplace initiative has provided educational material to some 250,000 employees. Over 11,000 employees have also attended a seminar, and independent evaluation shows that 82% plan to take some action –

usually to review their finances – as a result.

However, the most positive result that came out of the pilot scheme was that, three months after the training, a record 60% of attendees had actually taken some kind of action.

"This is an absolutely tremendous result," said Jim Dredge, Programme Director of the FSA Workplace Team. "It shows that employers really can make a positive difference to the lives of their staff."

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A UNiQUE proposition

By a Covered correspondent

A SIX-MONTH research project into the insurance needs of small- and medium-sized businesses has resulted in the launch of an important new insurance product for them.

The product, called UNiQUE, has been developed in partnership with Norwich Union. It is designed to bring certainty and peace of mind to businesses and will benefit them in three distinct ways.

The product's designed to bring certainty and peace of mind to businesses.

First, it rewards clients with a no claims bonus. Second, it has no condition of average to avoid claims payments being reduced. Third, as insurance premiums start to rise, UNiQUE lets clients fix their premium rate for up to three years.

But UNiQUE also has an important fourth feature: Oval has signed an exclusive deal with merchant bank Close Brothers Group to help clients spread the cost of the premium over 20 or 30 months. As a result, the cost of a client's insurance can be met through low cost fixed rate off balance sheet financing.

"We're tremendously excited about the potential of this product for our clients," says Steven Howell, New Business Director. "We pride ourselves in understanding our clients' businesses and it's this understanding that's led directly to the UNiQUE product."

UNiQUE is the result of recent Oval research into commercial clients' insurance needs. Oval clients were asked to rank how beneficial certain product features would be to them. Howell established the following results:

- 76% would value a no claims bonus
- 46% would value the removal of the condition of average
- 46% would value the ability to fix their rate for two or three years
- 28% would value the ability to fund over 20 or 30 months.

"The research basically helped us formulate the product features that UNiQUE needed to have," says Howell. Oval then had to develop the delivery with the insurer to get it underwritten. "This simply hasn't been tried before. And we had to put a really strong case to the insurers."

Howell says that so far the response has been encouraging. "We have had very positive feedback. This is clearly pushing the right buttons for the managers of small and medium businesses."

UNiQUE

The Intelligent Insurance Solution from **OVAL**

To find out how Oval can help with this and other matters, call Steven Howell on 07979 231389 or email steven.howell@oval1.theovalgroup.com.

Oval is growing the regional business in Scotland

IN MARCH Oval acquired Cuthbert Service & Jackson in Glasgow. This follows the acquisition of Service Miller, Futurity and the retail book of business of Senior Wright in Aberdeen.

Cuthbert Service & Jackson is one of the top five insurance brokers in Scotland, according to a survey from the Insurance Times, with a turnover of £2.6 million in 2006. It has a wide range of insurance services

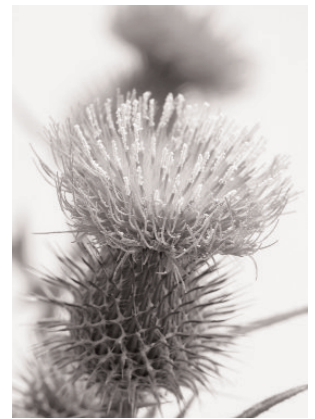
including marine and transit, contractors and professional indemnity.

Paul Kerry was the principal at Cuthbert Service & Jackson. His new role is Regional Managing Director for Scotland. Paul will continue to be based at the Glasgow office and will drive growth for the region.

Kerry says: "It's great to be part of Oval. They have really been growing in Scotland in the last six months or so. This is a great

combination, coupled with the heritage of Cuthbert Service & Jackson who have been established since 1886. I look forward to running Oval in Scotland and providing our clients with an excellent range of services and products."

Phillip Hodson, Oval Chief Executive, added: "Cuthbert Service & Jackson is a first-class business. This acquisition means we have a dedicated team running Oval in Scotland."



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Media round-up

Scottish expansion grabs headlines

OVAL'S GROWTH in Scotland has dominated press coverage of the company in recent weeks.

The Herald

The Glasgow Herald devoted considerable space to Oval's acquisition of independent financial adviser Futurity. The paper interviewed managing director Angus Rutherford and Simon Hellier, deputy managing director of Oval Financial Services.

Other Scottish titles picked up the story, including the Daily Record, Glasgow's Evening Times and Edinburgh's Evening News.

YORKSHIRE POST

The local press in other areas of the country where Oval has offices were also interested in the move, including the

Yorkshire Post, the Huddersfield Daily Examiner, and the Hoddesdon and Broxbourne Mercury.

PostMagazine

Trade titles Post Magazine, Insurance Age and Money Marketing also covered the story. Financial Adviser magazine ran the headline: "Futurity snapped up for Oval's burgeoning stable".

Elsewhere, the Insurance Times broke the news of three more acquisitions: Glasgow's Cuthbert Service & Jackson, Senior Wright's retail book of business in Aberdeen and specialist London broker IVML.

EVENING POST

Covered in the Birmingham Post

THE STORY of the regeneration of Longbridge in Birmingham, the former home of collapsed car builder MG Rover, which is

owned by Oval client St Modwen Properties, was a popular article in the last issue of Covered – so much so that the Birmingham Post wanted to include it as part of its 'Rebirth of a region' supplement.

The article, given the title 'Picking up the pieces at stricken Longbridge' by the West Midlands newspaper, appeared on 22 February.

INSURANCE DAY

Insurance Day says goodbye THE RETIREMENT of Ron Waters, a colourful character in the London insurance market, was picked up by trade publication Insurance Day on 13 February.

Ron had a 36-year career in the insurance industry and spent his last four years at Oval.

Insurancetimes

Oval product relaunch in the press

THE INSURANCE Times covered the relaunch of Oval's wholesale product for the plant hire sector on 4 April. The product, for members of the Construction Plant-hire Association, will now be backed by QBE in addition to current insurer Royal & Sun Alliance.

Leicester Mercury

Leicester's agony uncle MARK WILLIAMS, of Oval's Leicester office, stepped forward as an agony uncle for the Leicester Mercury's weekly business problem page on 27 March.

Oval has offices throughout the UK.

If you have an enquiry about our services, please call Louise Hendy on 0115 937 1202 or email louise.hendy@oval2.theovalgroup.com.



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