

Motor trade

Broker News

Allianz 

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Mark Ashwood
motor trade
manager

Welcome

Welcome to our special edition of broker news dedicated to motor trade. This edition has been designed to keep you, the broker, up to date with the current issues affecting the motor trade market and will focus on what's happening in the Allianz motor trade world including key product enhancements, new partnerships and the value added services we provide.

Motor trade with Allianz

We're committed to the motor trade sector with 30 years of experience to fall back on. As our knowledge and experience has grown, our products have evolved to match the needs of our customers.

We understand continuity and stability in an ever-changing market are important commodities when selecting an insurer. Our strategy is to manage our business in a sustainable manner.

By doing this we offer you and your clients the confidence to trust us.

Have your say

At Allianz Commercial we listen to our customers when developing our products and services.

On page 2 we invite you to give us your feedback so please be sure to take advantage of the opportunity. By doing so you can also be in with a chance to win an ipod!

We hope you find the information useful and timely and that it will continue to give you the confidence to recommend us to your clients.



Allianz and the AA extend their partnership

Due to the successful partnership with the AA, launched for fleet in February this year, Allianz and the AA have extended its partnership to offer motor trade policyholders up to 59% off their mechanical breakdown service.

The AA is the UK's largest breakdown service with more dedicated patrols in the UK than any other breakdown service. They have a quick response time, the average is 40 minutes, and around eight out of 10 breakdowns are fixed at the roadside. As an Allianz policyholder, your client is eligible for the following discounts on payment options:

- Up to 22% off Pay-for-Use – a flexible and cost effective solution to those who don't want to incur up front charges. Your

clients only pay for the services when they need them and no administration fee will be payable up front too.

- Up to 59% off Fleetwide 3 option – the ideal solution for those who want one annual contract and an 'up front' cost to cover all vehicles. For cars and vehicles up to 3.5T GVW

Click here to visit www.allianzbroker.co.uk for more information and download the application form today!



With renewals fast approaching there are a number of reasons why your clients should stay with Allianz:

- 1** Your clients have already placed their trust with us and we're committed to work with you to ensure we stay their preferred insurer
- 2** Our claims service will treat your clients fairly and consistently, as we would wish to be treated ourselves
- 3** Claims-tracking, offers a flexible internet-based system to allow you and your clients to monitor the progress of their motor claims
- 4** Our products offer the flexibility to allow you to tailor the contract to the needs of your clients
- 5** We offer a wealth of free risk management information via Risk Director www.riskdirector.co.uk with sections specifically for motor traders which includes our free motor trade risk management guide
- 6** Partnership Plus, offers financial contributions towards your clients' agreed risk control measures
- 7** We help your clients with their legal requirements associated with the MID, by providing flexible submission options. We will submit details on their behalf or via our website, <https://www.acmid.co.uk> or they can submit them manually
- 8** We offer access to a range of our partner services at specially discounted prices including up to 59% discount off the Allianz fleet recovery service in association with the AA
- 9** There's a free 24 hour legal advice helpline as part of our legal expenses insurance
- 10** We're committed to continually develop and strengthen our solutions and we listen to what you and your clients want. In the last year we've grown our product offering with commercial legal expenses automatically included in Complete Motor Trade with the option to extend cover to include personal accident, directors and officers and much more.

Increased Liability:

Motor traders must comply or suffer the consequences!

Due to the ever changing legislative and regulatory world we now live in, as a sole trader, senior manager or director of a franchise or dealership, your clients are increasingly accountable for their decisions, approach and actions with particular regard to corporate governance, employment law, health & safety, etc.

This was also moved sharply into focus with the launch of the Corporate Manslaughter Act which came into effect on 6 April 2008. The onus is on senior managers to ensure their company is safe regardless of size, or face unlimited fines with the prospect that a health and safety conviction may severely impact on a company's ability to do business.

Mark Nice, senior motor trade underwriter at Allianz Insurance Plc advises *"Motor traders must act honestly, in good faith and in the best interests of their company and ensure that there is no conflict of interest. Otherwise they face a real and growing risk of employees and other third parties suing them!"* This is as a result of shareholders and other third parties being more aware of their rights and lawyers increasingly acting on a 'no win no fee' basis.

If your clients are found to have inadvertently acted outside the law or as a result of a decision they have taken whilst managing their dealership or franchise, resulting in a claim being made against them, then they are liable for a hefty compensation claim being brought against them.

For the full article visit www.riskdirector.co.uk, if you are not already you will need to register when you first login.



Allianz proud to be sponsoring BRAKE

Allianz is sponsoring the Fleet Safety Forum, a division of Brake, the road safety charity, in producing a free Duty of Care leaflet and poster. These will be going out to members of the Forum to highlight the importance of driving safely for work.

If you would like a free copy of the leaflet and poster please email us at: commercialmarketingemail@allianz.co.uk

Allianz launches new D&O cover for motor traders

To make sure you and your clients are covered you need directors and officers liability insurance (most commonly referred to as D&O insurance). Even if you have been wrongly accused, you could incur substantial legal costs in successfully defending a claim.


D&O liability cover can now be added as an additional section to the motor trade policy. As standard we can now offer:

- Limits of liability ranging from between £100,000 and £3,000,000
- Cover for companies with a turnover up to £50,000,000.
- Our policy wordings reflect these changes

Measures for motor traders to prepare for the Corporate Manslaughter Act

In response to the Act, we are offering the support motor traders need to protect their business by introducing the following solutions:

- **New!** Indemnity limit of £5m for legal costs and expenses (including appeals and costs of prosecution awarded against the insured. Cover will apply (subject to written consent) to the motor road risks, self-drive hire, public and employer's liability sections of our motor trade products.
- **New!** **Corporate Manslaughter checklist available on Risk Director** – ask your clients to complete the checklist and find out if they are ready for the Act.
- **Free!** **Motor Trade Risk Management Guide** – motor traders can now conduct their own risk assessment on their business by downloading this free guide from www.riskdirector.co.uk



What is the latest crime wave hitting motor traders?

The theft of catalytic converters!

You probably weren't expecting that answer and let's face it, it does seem quite extreme but this is a real and ever-increasing threat to today's motor traders. The theft of catalytic converters has not only arrived in the UK, it is a current and growing part of the crime scene.

Most modern cars are fitted with catalytic converters, a pollution-control device hooked up to the exhaust system on a vehicle to reduce harmful emissions from the engine. There isn't much metal in a catalytic converter. But the catalyst – which makes a catalytic converter work – can cost thousands of pounds per ounce. It is typically made up of three precious metals – platinum, palladium and rhodium.

Although only very small amounts of these metals are used in a catalytic converter, the value of these metals has risen by between half and six times in the past two years, making them a target for thieves.

Now the Association of Chief Police Officers of England, Wales and Northern Ireland (ACPO) has teamed up with the British Metals Recycling Association (BMRA) to fight the crime.

Experts say a thief can remove a converter in a few minutes and sell it for up to £150.

Hot Cats

As air quality rules tighten, manufacturers increase the amount of catalyst metals to keep up. This demand drives the price up, making catalytic converters doubly attractive.

“The reason these thieves are stealing them is because it's easy,” says Andrew Miller, manager risk control surveyors, Allianz Insurance plc.

“All thieves have to do is spend a small amount of time amongst the vehicles on a forecourt, loosening some bolts and a short while later they can be driving away with a dozen or so catalytic converters”. Of course many thieves are not so considerate and use a portable reciprocating saw, damaging the exhaust systems still further in the process.

Fairly typical examples of such thefts are incidents involving eight cars on one site, £5,000 worth from another garage, 40 units from another area, and so it goes on. It is not unusual for dealers to suffer repeated attacks on their displayed vehicles, making this a real annoying and costly new crime.

The fact so many are disappearing does not shock Miller. *“With the price of the scrap couple with the value of the part, and how easy it is to steal, I'm not surprised at all.”*

Cat protection

The safest option for your clients to protect their stock is to keep it locked indoors overnight. If this is not possible then they need to park cars on a well lit, safe and secure forecourt, preferably covered by CCTV where a stranger with a saw or other instrument would be instantly noticed. The quieter and more isolated the business is, the greater the chance of theft.

Clients should evaluate their premises as well; each commercial unit is unique. Its location, local populous, type of buildings and perimeter, business and stock type etc, will have a bearing on its security needs, so each site needs its security to be tailored to suit.

Security is often a balancing act of the possible, practical, economic and necessary, and even then your clients may not get it right first time. It is something that has to be constantly monitored and reviewed against the background of the ever changing country we live in.

For the full article visit www.riskdirector.co.uk, remember if you are not already registered you will need to when you first login