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Large independent Broker based in North West

CIRCUMSTANCES

£100k plus client connection under competition from international broker. Complex risk involving expansion of activities including Waste Management, Recycling, Skip Hire, Scrap metal, demolition, dismantling, plant hire and property ownership. Broker had inhouse risk management capability but lacked experience in the sector.



2 site reports outlining activities to ensure full understanding of risk and allowing market options to be explored with full presentation of risk exposures.

COST

£1320 plus VAT.



OUTCOME

Broker retained at renewal full connection.