

# Case Study

Business Deep Dives!



**Haulage Contractor**  
It helped my business compete!

## The Problem

### Running Inefficiently

Client had 2 depots and was running as separate cost centres with 2 fleet policies.

The smaller one run well and had good insurance costs. The larger ran poorly with large numbers of claims and high insurance costs.

Previous brokers advice was to run separate policies, but it left one depot uncompetitive. The needs of the overall business was not taken into consideration. Simon thinking outside of that BOX!

## The Outcome

Risk management was put in place.

Cameras were fitted to all vehicles and driver training undertaken for highlighted drivers.

The fleets were combined and a new policy arranged at lower rates after presentation from us highlighting the new risk management procedures.

## The Client

"Taking the right advice has helped my business compete. Understanding the control of risk and notifying claims quickly has kept my fleet premiums down."

## Meet Simon!



### Technical Transport Director

I have worked in insurance for 35 years. There isn't anything I haven't done in the haulage sector: new start ups, CCJ, major convictions, complicated contracts, no claims bonus' conversions to fleets, and a lot more.

I have worked for brokers of all sizes and held senior positions in large corporate brokers, but my passion is for the small independent broker where I can make a difference and give clients the service they need.

I have specialised in haulage for the last 20 years and have developed a product which not only provides insurance solutions, but takes account of the full risk management of the haulage business.

Please contact me today on **07841 020 435** or by email [Simon.horton@ascendbroking.co.uk](mailto:Simon.horton@ascendbroking.co.uk)