

## Insurance & Risk Management for Rowing Clubs

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IRCM is the Marine & Specialist Risks brokerage of the KGJ Group of Companies.

Our claim to be "More than just a broker" is based on our commitment not just to provide the very best possible advice and cover options at the best possible premiums but to back this up with the best possible after sales service.

This includes allocating you a named consultant to look after your administration in addition to providing you with in-house claims support from our award-winning claims handling team.

Some 300 marine businesses and almost 1000 private boat owners currently benefit from the support of our insurance services. Our clients range from major luxury boatbuilders such as Sealine Boats to some of the UK's most prestigious rowing clubs.

We consistently deliver substantial premium reduction to our clients, averaging annual savings of 31% over the last 18 months across the whole marine leisure sector.

IRCM is authorised & regulated by the Financial Services Authority

## Important Health & Safety Alerts

### Health & Safety Update

The Fire Safety Engineering Magazine recently published details of a record fine of £400,000 with costs of £136,000 which was awarded against a business in November 2009 for 2 breaches of fire safety legislation following a fire at its premises. One of the charges resulted from an inadequate fire risk assessment which was found to have a number of flaws, including no record of the appropriate action to be taken during a fire alarm. Another breach was insufficient staff training which led to the delayed evacuation of the premises during a fire and

resulted in 150 people being evacuated through the main entrance of the premises directly underneath a fire on the floor above. The Chairman of the London Fire & Emergency Planning Service said "Good business management includes taking responsibility for fire safety, knowing the law and acting on it"

**Is your fire risk assessment up to date? All IRCM clients can download a FRA proforma from the download area of our Health & Safety website at [www.kgjhealthandsafety.co.uk](http://www.kgjhealthandsafety.co.uk)**

### Corporate Manslaughter

The Sentencing & Advisory Panel (SAP) has recently indicated that for Health & Safety breaches causing death, the resulting fine will seldom be less than £100,000 and will likely be measured in £100,000s or more.

**Newly published guidelines reveal Corporate Manslaughter fines will be no less than £500,000 and may run into millions.**

Protection against such astronomical penalties is available via IRCM's new Civil Liability Insurance policy (see Page 3 for further details).

## Clubs Losing Out in Cancellation Wave

### Clubs advised to take advantage of early lower premiums to protect their funds

2009 and 2010 continued to see a trend of clubs losing their regattas and special events to a mixture of causes that range from the typical (adverse weather) to the bizarre (council withdrawing permission at the last possible minute).

Those clubs who have experienced losing their event and who did not invest in cover against Cancellation and Abandonment will be aware of the level of financial loss that can be suffered.

As with many forms of insurance, organizations often decide not to purchase contingency cover on grounds of cost.

Although not all events are insurable, the truth of the matter is that insur-

ance against cancellation or abandonment of regattas or special events can be purchased at relatively inexpensive rates - particularly if purchased well in advance of the event itself. In simple terms, the longer the gap between purchasing cover and the date of the event, the lower the premium.

The insurance will cover your club's expenses or revenue it may stand to lose if your event is cancelled for unforeseeable reasons beyond its control.

This might include a very bad storm the night before an outdoor event causing the whole area to flood. Your insurance would reimburse lost costs and expenses if the event had to be cancelled, or cover the additional costs of re-

scheduling the event. You could even claim for funds to provide equipment such as walkways and matting to make the area safe - so the event could go ahead despite the weather.

The policy operates in the event that conditions on the day being declared unsafe for racing regardless of the fact that this may be due to earlier weather - unlike traditional Pluvius policies that depend on a minimum level of rainfall on the day of the event.

For a no-obligation quote, please contact Steve Rollins at IRCM on 01902 796 793 as soon as possible to obtain the best possible premium for your special events.

## Insurance & Risk Management for Rowing Clubs

# Sculls & Sculling

By Insurance Risk & Claims Management Limited

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## Awards Success for Rowing Experts

IRCM continues to set new benchmarks in marine insurance sector

Specialist rowing club insurance brokers, IRCM, were awarded the prestigious Commercial Intermediary of the Year Award for 2010 at the recent Insurance Age UK Broking Awards ceremony in London.

The broker currently manages the insurance programmes of over 50 clubs affiliated to British Rowing, including some of the leading clubs in the sport.

The award is a culmination of a year of intensive innovation by IRCM which has seen it develop and deliver a suite of dedicated rowing club insurance products that can be tailored to specifically meet the requirements of individual clubs. In offering a comprehensive range of specialist covers, IRCM



Mark Elcocks of IRCM receiving the Commercial Lines Intermediary of the Year Award (2010) from Alun Cochrane

has effectively closed the gaps in protection that typically affects many clubs.

Mark Elcocks, IRCM's Specialist Risks Manager who received the award from guest presenter Alun Cochrane said "The Award represents an independent endorsement of all that

IRCM has delivered to its customers. It puts us at the pinnacle of the insurance broking profession"

For more information about how IRCM could assist your Rowing Club, contact Mark Elcocks or Pat Ward on 01902 796 793

### INSIDE THIS ISSUE:

<i>Cutting Costs - Improving Cover</i>	2
<i>New Rowing Club Liability Policy</i>	3
<i>WinTech Boats</i>	3
<i>Health &amp; Safety News Bulletin</i>	4
<i>Regatta Cancellation</i>	4
<i>About IRCM</i>	4



### IRCM's Award-Winning Range of Insurance Services for Rowing Clubs

Racing Craft & Other Vessels (including Members' Own)  
Clubhouse & Contents Cover  
New Civil Liability Insurance Policy dedicated to Rowing Clubs  
In-house Claims Service  
24-Hour Claims Support at Director Level  
Regatta Cancellation & Special Event Insurance  
Competitive Premiums (average annual savings of 31%)  
Minimum A Rated Insurer Security

"The Judges were particularly impressed by IRCM's understanding of their customers' needs"

## Cutting Costs - Improving Cover

Rowing clubs are benefitting from insurance specialist's one-stop-shop

Specialist insurance broker, IRCM, has set a new benchmark in the provision of insurance and risk management services to rowing clubs. Most people will tell you that quality of service and cover does not come at a low price. IRCM has succeeded in breaking this paradigm with a suite of insurances that delivers gap-free protection to clubs in return for the best possible premiums.



Over 50 clubs affiliated to British Rowing are already benefitting from the services of IRCM and those currently insured through other providers are invited to contact the award-winning broker to compare their current insurance arrangements to the benefits of a program arranged by IRCM.

Specialist Risks Manager, Mark Elcocks said "It is vital that clubs do not jeopardise their existence

or the security of their officers and members by not arranging a comprehensive program of insurance that is tailored to their specific needs.

"Some clubs will deliberately underinsure their assets or avoid purchasing important individual covers in order to reduce costs. Unfortunately they are exposing themselves and the assets of their officers and members to potential catastrophic loss.

"IRCM's approach is to conduct a full assessment of the needs of each individual club. We then work on delivering a program that eradicates the gaps that often occur in a club's insurance but ensure we also deliver the savings that organisations are looking to secure.

For a no-obligation informal chat about your Club's insurance program, please telephone either Pat Ward or Mark Elcocks on 01902 796 793

### How is it possible to improve quality of cover and service whilst reducing costs?

\* IRCM is the specialist marine and leisure brokerage of the award-winning KGJ Group of Companies.

\* Although a family-owned business, the Group has a market presence large enough to negotiate its own unique insurance facilities

\* The company then utilises its expertise in specialist areas such as marine businesses, sport & leisure and charities to arrange cover and benefits unique to IRCM.

\* Clients therefore benefit from innovative product design that addresses issues such as gaps in protection and provides additional tangible benefits to clubs, their officers and members.

\* Competitive premium parameters are agreed with insurers with IRCM authorised to assess and underwrite a club's insurance program ensuring that a fair, rather than inflated, premium is quoted.

\* IRCM clients also benefit from enhanced claims support that includes an in-house expert claims service and 24-Hour emergency claims support at director level.

\* As insurers of most of the UK's racing craft manufacturers and repairers, IRCM are also able to arrange immediate repair and/or replacement of damaged craft ensuring clubs suffer minimal inconvenience in the event of a loss.

IRCM:  
One Broker for all your  
Club's Insurances

Club Racing Craft  
Safety Vessels, Launches  
Members' Craft  
Buildings & Contents  
Civil Liability  
Regattas  
Event Cancellation

## New Unique Club Liability Scheme

Clubs can now benefit from added protection for lower premiums

A new specialist liability insurance scheme for rowing clubs that closes the gaps in protection that clubs are typically exposed to has been launched by IRCM. Underwritten by A Rated insurers, Hiscox, IRCM's scheme also delivers significant premium savings to clubs.

Veteran rower and IRCM Director Pat Ward said "IRCM are delighted to be able to offer a viable alternative to the traditional solutions available to clubs"

Amongst the benefits of the new IRCM policy is the additional abuse cover that protects not only the club affected but the individual against whom allegations are made.

The policy formed part of IRCM's portfolio of specialist products that saw them nominated as "Schemes Intermediary of the Year" last month. The policy was designed to



Pat Ward IRCM Director and designer of IRCM's new Liability Policy

enable clubs to obtain cover that enables them to acquire the levels of protection modern organizations need at affordable premiums.

Pat Ward highlighted the prevalent situation where clubs are failing to obtain statutory insurance in respect of their volunteer workers:

"Many clubs are not aware that they are required by law to obtain Employers Liability Insurance to cover their volun-

teer workers.

"Clubs that have sought to obtain cover have been unpleasantly surprised at the cost.

The new IRCM policy enables clubs to meet their statutory obligations in respect of all their volunteer workers at a fraction of the cost clubs have traditionally had to pay.

Contact Pat Ward or Steve Rollins at IRCM on 01902 796 793 for additional information.

### New Exclusive Insurance Scheme for WinTechs

IRCM have launched a new Pan-European insurance programme for WinTech Racing Boats in association with distributors Oarsport.

Pat Ward of IRCM said "Oarsport hold large stocks of craft and spares and are therefore in a position to replace any badly damaged boat from stock, which is an another benefit to clubs as it allows them either maximum utilization of their fleets or ensures prompt, competitive repairs through their appointed repair specialists.

There is an obvious synergy between Oarsport's ethos and IRCM's commitment to effecting immediate replacement or repair

to their customers' racing craft.

In addition to WinTech providing a 7-year guarantee as well as pioneering other developments, Oarsport will undertake to replace any craft under 2-years old that is damaged to the extent that repairs would detract from its performance.

IRCM's cover is available to individuals and clubs that are resident or based anywhere in the European Union.

In addition to the normal benefits that apply to IRCM rowing clients, the scheme attracts particularly competitive premium rates. Pat Ward at IRCM is able to provide further details.

IRCM has offices in the West Midlands & Thames Valley and staff resources of over 70 insurance technicians to support your Club and its Membership

If you are a manufacturer, repairer or distributor of sculling boats or skiffs and would like an insurance facility for you and your clients, contact Pat Ward at

IRCM on  
01902 796 793