



## About Andrew Bourne & Co.

Andrew Bourne & Co have been providing expert impartial advice and bespoke risk management solutions locally and throughout the UK since 1985.

In a climate of broker consolidation, Andrew Bourne & Co stand out from the crowd. We are proud of our independence which enables us to deliver a first class personal service to our clients.

Our people are our strength and are enthusiastic about our business and committed to our clients. The advice you will receive is based upon technical expertise and business knowledge, underpinned by expert understanding of your industry.

Our team understand the changing demands of your market. We have the skills and expertise to explore new ways of managing and reducing your risk exposure, developing creative solutions to complex problems.

We have extensive experience across a range of industry sectors including Property Investors, Engineering, Woodworking, Haulage and the Motor Trade. We work in partnership with established insurers with proven financial strength to provide long term stability for our customers.

## What happens next

If you would like further information on the range of products available to you as part of your membership please contact the corporate sales team.

**Telephone:** 0116 272 0770

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**ANDREW BOURNE & CO.**



## Specialist Insurance for the Pump Industry



## A strong, distinctive voice in the Insurance market



Dear BPMA Member,

**The insurance market is intensely competitive and insurance brokers come in many shapes and sizes. Some exist by competing solely on price and their depth of services may often be very shallow and the quality of their advice and level of understanding limited.**

If you find buying insurance time consuming and tend to buy primarily on price, you could be putting your business at risk in the event of a catastrophic incident. The annual insurance renewal process is critical and it is absolutely essential that you get it right, otherwise you might overpay at best – or worst – ruin the business when a major loss turns out to be underinsured or uninsured.

When choosing your advisor it is vital to consider stability, security and an insurance advisor who is represented by specialists who understand our industry and the issues it faces.

That is why the British Pump Manufacturers' Association has entered into partnership with Andrew Bourne & Co, an independent insurance broker who provides bespoke solutions for your needs, but members also benefit by speaking to the insurance market with a collective voice. There is also the additional benefit of being represented by specialists who understand our industry and the issues it faces.

So please take advantage of this facility, the more members that join, the stronger our bargaining power is with the insurance industry, to keep premiums low and policy cover wide.

Brian Huxley  
Director and Chief Executive—BPMA

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## Helping members to take the risk out of buying insurance

As a member of the British Pump Manufacturers Association, Andrew Bourne & Co will review your insurance arrangements using a three stage approach which audits your Business Insurance exposures, Risk Management, Credit Risks and Healthcare. Our comprehensive review consists of the following:

### Stage One – Understanding Your Business

- We work closely with you to understand your business, its goals and risk exposures
- We understand where your business currently stands in the management of risk and where it is looking to improve
- We work closely with you to ensure we are supporting you on all fronts –protecting your assets and limiting your liabilities

### Stage Two – Design and Placement

- We “Match” the insurance programme to your business as it stands today with a view to how it will evolve in the coming years
- We create a competitive market by raising your profile and differentiating you from other risks in your sector, all within a methodical project managed framework
- We will negotiate quality policy cover to ensure you have the best policy cover at the most competitive premium

### Stage Three – Provide Quality Service

- Our transparent services will be agreed with you upfront
- 24/7 Claims Support
- Risk Management & Health and Safety Support
- Provide a dedicated team with capacity, knowledge and passion for your business

