



## Dear brokers,

Another week has flown by and it seems even the cold weather coupled with electricity and LPG gas shortages can do little to slow the enormous volumes of business still being experienced. Great news for our member brokers of course, and we look forward to another record-breaking month. Now if our rugby injury woes could just go away we can all settle down and enjoy the weekend!

**Whatever you are doing, have a good one!**

**Lucas Bothma and the FSP Solutions team**



[Weekend Sport](#)

[Weekend Weather](#)

[Talking Taxi](#)

[Current low insurance premiums are not sustainable says CIB](#)

[Auto & General names new General Manager for Cape Town's broker division](#)

[Blow me down](#)

[Jet Setting](#)

[Toxic](#)

[C-Track winners drives away in brand new cars](#)

### ▪ Talking taxi

#### FSP to launch new Clarendon Product 1 June - watch this space for details

Clarendon insurance, now the leading motor insurance provider for mini-bus taxis in our emerging markets, is focussed on meeting the needs of the industry while being flexible enough to adapt services and offerings in response to ever-changing demands. Good service, stability, expertise and an intimate understanding of the Black Taxi Industry is what has put them on top.



Clarendon Transport Underwriting Managers (CTU) two's major shareholders are Hollard Insurance (43%) and Hannover Reinsurance (37%). With a dedicated staff who understand the importance of swift claims settlement and are continually receiving training – their operation is both efficient and effective. With regular contact (formal and informal) between senior management, marketing staff and Taxi associations, policyholders, brokers and community interest groups – Clarendon has a finger on the pulse.

Voted a top 10 Finalist in the 2004 SA Non Listed Company Awards and winner of the "Editors Award", CTU's business achievement, visionary strategy and sustainable growth have no doubt been recognised by those in the know.

### ▪ Current low insurance premiums are not sustainable says CIB

## Weekend Sport

### Rugby:

#### Saturday:Mnet/SS1

09:00 - 11:45Super 14: Final  
Crusaders vs  
Hurricanes LIVE

#### Mnet/SS1

13:55 - 15:30Wagpos vs  
Brits,LIVE

#### Sunday:SS6

10:45 - 12:20IRB Sevens  
Series: Paris -  
Bowl QF, LIVE  
12:20 - 14:00IRB Sevens  
Series: Paris -  
Cup QF, LIVE  
14:00 - 14:50IRB Sevens  
Series: Paris -  
Shield SF, LIVE



The short-term insurance industry has been in a phase of plenty, with more than enough business to go around, resulting in extremely low premiums being offered to consumers. However, these premiums cannot be maintained in the present climate. The public's perception of the short-term insurance industry as doing very well in the past year, is

rather due to prudent investment and the stable running of the Stock Exchange, than to great underwriting results as seen in 2004.

Direct Insurers are offering ludicrously low motor premiums to customers, but they should be aware that sometimes, these players are able to offer these premiums through high excesses and "clever" policy wording. "Without a broker to look after their best interests, these people often end up with huge unexpected costs when they need to claim." Says Douglas Donnelly, CEO of CIB Insurance. The motor premiums are not sustainable with the high (and increasing) number and size of claims – repair costs are also high. Poor roads, bad driving and ineffective traffic policing contribute as well, and an alarming statistic shows that about 50% of accidents occur at night and are alcohol related.

Accidents are the biggest problem (hijackings and theft are down thanks to proactivity in regards to tracking devices) and in 2006 insurers will be faced with these challenges, as well as the challenge of growing their books in an increasingly competitive market.

- **Auto & General names new General Manager of Cape Town's broker division**

14:50 - 15:30 IRB Sevens  
Series: Paris - Bowl SF, LIVE

15:30 - 16:10 IRB Sevens  
Series: Paris - Plate SF, LIVE

**Mnet**

16:00 - 17:00 All out Rugby, Live

**SS6**

16:10 - 17:10 IRB Sevens  
Series: Paris - Cup SF, LIVE

17:10 - 17:40 IRB Sevens  
Series: Paris - Shield Final, LIVE

17:40 - 18:10 IRB Sevens  
Series: Paris - Bowl Final, LIVE

**CSN**

18:00 - 18:10 IRB Sevens  
Series: Paris - Bowl Final, LIVE

**SS6/CSN**

17:40 - 18:10 IRB Sevens  
Series: Paris - Plate Final, LIVE

18:35 - 19:30 IRB Sevens  
Series: Paris - Cup Final, LIVE

#### Cricket:

##### Friday: SS2/CSN

11:30 - 19:00 England vs Sri Lanka 2nd Test  
Day 2, LIVE

##### SS6

15:30 - 23:30 West Indies vs India 4th ODI, LIVE

##### CSN

19:00 - 23:30 West Indies vs India 4th ODI, LIVE

##### Saturday: SS6

11:30 - 19:00 England vs Sri Lanka 2nd Test  
Day 3, LIVE

##### CSN

17:00 - 19:00 England vs Sri Lanka 2nd Test  
Day 3, LIVE

##### Sunday: SS5

11:30 - 19:00 England vs Sri Lanka 2nd Test  
Day 4, LIVE

##### SS7

15:30 - 23:30 West Indies vs India 5th ODI, LIVE

##### CSN

19:30 - 23:30 West Indies vs India 5th ODI, LIVE



Juan Manuel (left) and Xenia Newton (right)

Congratulations to Xenia with her promotion to Regional General Manager of A&G Brokers Division.

Xenia replaced Juan that has moved on to bigger challenges as General Manager of Hotline Western Cape.

Although Juan is leaving he will still be around and is now better positioned to look after the brokers interest with respect to administration and claims.

## ▪ Blow me down

North America is predicting fewer hurricanes this summer than last – but the 2006 Atlantic storm season officially begins on the 1st of June – hurricane-favouring conditions are already cropping up. The National Oceanic and Atmospheric Administration is predicting 13-15 tropical storms that will be significant enough to be named – 10 of which are possibly going to become fully fledged hurricanes, half of which could be major. Last year saw 28 named storms, 15 hurricanes and 7 major hurricanes – that's not including a record 4 hurricanes that reached category 5 (the most powerful) – and of course let's not forget Katrina.



Hurricane favouring conditions include; stronger easterly winds in the upper atmosphere which cause storms that form over Africa to move across the Atlantic; warmer than average seas that pump heat into storms and reduced wind shear that mean less interruption of the storm.

In light of last years' Katrina, Americans are already thinking about the necessary precautions that need to be taken this season.

## Motorsport:

### Sunday:SS7

11:30 - 12:30 Superbike  
Sunday:  
Britain, LIVE  
12:30 - 14:00 FIM Superbike  
World  
Championship:  
Great Britain  
Race 1, LIVE

### SS1

13:30 - 16:15 Formula One:  
Monaco GP,  
LIVE

### SS8

Formula One:  
14:00 - 16:00 Monaco GP,  
LIVE

### SS1

16:15 - 18:00 FIM Superbike  
World  
Championship:  
Great Britain  
Race 2, LIVE

## Weekend Weather

City	Sat	Sun
BFN	04-18	03-15
CTN	12-18	08-18
DBN	10-25	12-21
JHB	01-18	01-17
PE	05-18	06-19
PTA	04-21	03-21

[Unsubscribe](#) [Subscribe](#)

## ▪ Jet Setting

A Greek F16 collided with a Turkish F16 over the Aegean Sea this week. The Turkish pilot survived but the Greek pilot has not yet been found.

Apparently the Greek Air force scrambled it's planes to deal with the Turkish craft that entered their airspace illegally. Officials are concerned that thousands of tourists making their way to the Greek islands for summer holiday could be in danger of a similar fate as the Greek Islands are close to the

Aegean combat zone. With nearly 3.5 million people flying form the UK to Greece it is imperative that Turkey obey international airspace law – especially over the Aegean sea as there is limited space in the air corridor which is already crowded.



## ▪ Toxic



A newly released study has shown that many people contain traces of toxic chemicals and metals in their bodies – residues of plastic compounds, fire retardants, mercury and pesticides were all found in high enough doses that they could be suspects of many health problems. Many of these chemicals are found in unassuming household objects like shampoo, fresh produce and even computers.

Patricia Dawson, a breast cancer surgeon with the Swedish Cancer Institute said that she knew "on the one hand that there are toxins that persist, but I certainly wasn't obsessing about whether I had these

toxins in there, but when I got the results, it was surprising."

Patricia now insists that people take their shoes off when entering her house in order to keep contaminants out.

## ▪ C-Track winners drive away in brand new cars



Jeremy Chetty, Rosa van Rhyn, Chantal Pillay and Eddie Steel were the lucky winners of a Ford Fiesta in the 94.7 / C-Track Secure competition.

Four winners in the 94.7 / C-track Secure competition each drove away in a brand new Ford Fiesta fitted with a C-Track Secure vehicle tracking system and a personalised C-track number plate.

Car thieves be warned - this is a vehicle tracking system that offers superior features such as daily "health checks" and self tracking via cell phone and the Internet.

DigiCore CEO, Nick Vlok, says C-track Secure offers the most advanced personal Stolen Vehicle Recovery (SVR) system, as well as basic fleet management capabilities without the need to invest in expensive office equipment.

The system's offering includes real time vehicle location and historical movements. C-track Secure allows users to establish the location and status of all vehicles at any time using a cell phone or Internet connection. The information is received via GPS satellites and is accurate up to four metres.

Additional features include the SARS-approved business / private kilometers electronic logging system, which makes tax returns easier by eliminating the need for manual logbooks, and daily "health checks" that are performed to ensure the system is fully operational. If not, a call is logged and the client is advised accordingly.

Vlok says C-track Secure is endorsed by industry associations such as South African Insurance Association (SAIA) and South African Revenue Services (SARS).



*It's Friday*

Today is the 146th day of the year - 219 days remaining in 2006.

May 26th - Issue 64

"A man is about as big as the things that make him angry."  
*Sir Winston Churchill*