

The Rosser Roundup

NEWS, VIEWS AND OPINIONS ON INSURANCE AND BUSINESS

ROSSER

QUOTE OF THE MONTH

“Our greatest weakness lies in giving up. The most certain way to succeed is always to try just one more time.”

- Thomas A Edison



Chris Lynch
Acting Chief Executive

View From the Top

Dear Broker Partner,

Last week, 360 Underwriting Solutions (360) was delighted to announce the appointment of Ryan Clark as Executive Director of Rosser Underwriting, following the retirement of Murray Rosser in June.

Having headed up Property and Casualty (P&C) at Chubb New Zealand, Ryan joins the Rosser team with a wealth of experience and knowledge of the business. His influence over both P&C and the wider Chubb NZ business has left a significant mark both operationally and culturally.

Prior to his time at Chubb NZ, Ryan held senior positions at both international corporate broking houses (in NZ & UK) and insurers, where he was instrumental in bringing together key aspects of the businesses and developing new products and portfolios.

We were seeking a new Executive Director with a strong underwriting pedigree who is well abreast of the opportunities and challenges in managing a portfolio the size of Rosser.

Ryan is that person, and with his deep understanding of Rosser's operations, combined with his extensive industry knowledge and experience, he is perfectly positioned to lead the company's momentum in providing enhanced services to the Broker market.

An interview with Ryan, which provides more insight into his background and industry experience, follows on the page below.

On behalf of 360 Underwriting and the Rosser team, I am excited to welcome Ryan on board and look forward to him joining us in June.

I wish Murray a well-deserved retirement and we will mark his departure from the company in the June edition of Rosser Roundup.

Warm regards
Chris

April 2022

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Meet Rosser's new Executive Director – Ryan Clark

We talk to Ryan about his background and what he brings to his new role at Rosser



What appealed to you most about joining Rosser and taking on the Executive Director role?

I've known a number of the Rosser team for a long time, and have enjoyed and respected working with them. I'm excited about the opportunity to be part of a company with lots of potential to grow and add value to the community. The chance to leverage 360 Underwriting's proven track-record of success in the Australian insurance industry is also appealing.

Do you see opportunities to enhance Rosser's offering and service to brokers?

I truly believe there is a fantastic opportunity for Rosser to grow in the NZ market. I'll speak more about enhancements for brokers and their clients once I come on board in June.

In the meantime, let me just say I'm confident that the insights I've gained into Rosser through working with Murray for many years (and during my time with Chubb), stand me in good stead to take things forward. I'm looking forward to embarking on this next chapter.

What attracted you to the insurance industry?

I have always liked cars and growing up I was always impressed by a family friend who worked in the industry and that he always seemed to have the latest Holden or Subaru.

After graduating with a BCom from Auckland University, I postponed making a career decision by heading off to work on the US ski fields. Upon returning, my recruitment agent came up with four accounting jobs and one in insurance. Therefore, on the solid grounds I've already mentioned, naturally I chose insurance!

Tell us about your insurance experience

I have worked in the industry for over 20 years, holding senior management and leadership roles at both broking and underwriting companies. For the last 2-1/2 years, I've been the Property & Casualty Manager at Chubb, managing all aspects of the Property, Casualty and Financial Lines portfolios. Before this, I spent five years at IAG as Liability Portfolio Manager. I also spent seven years at AIG as

Finlines Manager, and seven years at Marsh (in NZ & the UK).

What drives you personally and your career?

One thing I have learnt is that you are only as good as the people around you. I am passionate about getting the best out of people, both to achieve team objectives as well as to motivate individuals to reach new heights in their own careers. There is satisfaction in creating and working in a high performance team that likes to have fun doing what they do.

I also thrive on getting to grips with difficult situations and finding ways to do things no one thought possible. Setting and meeting high standards drives me – whether that be meeting customer needs, financial performance, or coaching a bunch of 13-year-olds on the rugby field.

Describe the challenges you think the insurance industry is facing in the short to medium term

Due to inflation and higher building costs, we are seeing building valuations going up 15-30%. As a result, I think we'll continue to see capacity from insurers in high risk areas being at a premium.

In the mid-term, we will see insurers spend more time considering and pricing for flooding and coastal erosion, often in areas not previously considered at-risk. I recently spent time with the NZ government and local councils discussing their concerns on this very topic. ICNZ released an article earlier this year stating that 2021 was the "worst ever year" for weather-related disasters in NZ, and that came hot on the heels of the previous "worst ever year" ... in 2020!

Tell us about your family and outside interests

I am married with two pre-teen/teenage boys. As a family, we love rugby, surfing, wakeboarding, foiling – anything to do with the outdoors, water or boats. We're booked to walk the Tongariro Crossing shortly before I start at Rosser – if we make it back in one piece I'll let you know how it was!

Ryan Clark commences as Executive Director of Rosser Underwriting Ltd in June.



Mel Gorham
IBANZ CEO

Volume and pace of legislative change risks unintended consequences

IBANZ CEO objects to timing pressure for submissions to Government agencies

Many of my biggest life lessons have taught me that none of us is immune from producing consequences that are not intended.

It is therefore no surprise that, in an effort to help avoid foreseeable issues, I am fully supportive of engaging in Government consultation on legislation and regulation likely to impact the insurance industry and clients. Reprioritising work to achieve this has become a constant feature of life at IBANZ.

Having lived and breathed insurance for most of my working life, there is an osmosis quality to the knowledge gained from within the industry. Those learnings are very much shaped by the roles and experiences each of us is exposed to. Regardless of how straight forward much of it has become to me after nearly 30 years of immersion, there is no disputing that many on the outside find it mystifying.

This is a key reason why consultation with a variety of people within the sector directly impacted, as well as other stakeholders, is a crucial step in achieving legislation that is fit for purpose. Listening to the feedback and different points of view is equally important.

It is greatly appreciated that Government agencies in New Zealand are willing to have discussions with stakeholders to gain a deeper understanding of impacts that may be created or foreseeable issues that have been identified.

There does, however, come a point when the volume and timing of consultation in itself creates foreseeable issues. We have reached that point and I have raised my objections.

The current dance card of our industry includes:

- a further round of targeted consultation on the Conduct of Financial Institutions;
- the third (of five) options papers on the review of the Insurance Prudential Supervision Act (Enforcement and Distress Management);
- an exposure draft for the Insurance Contract Bill;
- the consultation on the Natural Hazards Insurance Bill (formerly EQC); and
- the Fire and Emergency NZ Funding review.

Submissions for all but the last are due within 4 weeks of each other between 22nd April and 20th May.

Parallel to this is that no workplace is immune to impacts of COVID-19 infection and isolation requirements, which is putting an additional strain on resourcing. This is being felt by well-resourced Government agencies too. There also remains the key matter of business as usual (which is often relegated down the list due to a lack of any other option) and rising concerns over inflation.

It is therefore troubling that, with all of these aspects in play, we are not able to elicit an acceptance from apparent decision makers that continuing with the amount and pace of legislative and regulatory changes upon us puts at risk the protections that the Government is seeking to achieve.

With the best will in the world, time is not an inexhaustible resource. Having capacity to bring together a range of people to digest, discuss and contribute meaningfully to submissions is crucial to creating well thought out legislation and regulation which avoids foreseeable issues.

I truly hope this time that the right people in Wellington are listening.

When good intentions can make matters worse

Risk reduction is a better option than subsidising insurance costs

Over the past several months, Westport has become the unenviable poster child for flooding and a harbinger of our climate future.

While the community's stoic response to July inundations and the threat of repeat through January remains admirable, it serves to highlight that the flood and repair model is unsustainable.



It's unsustainable economically, socially and environmentally. The only long-term solution is adaptation and the building of physical, social and economic resilience.

There are excellent examples where communities have acted to reduce flood risks, and they are certainly grappling with this across the Buller District.

In Christchurch, the city council invested tens of millions of dollars to widen culverts and put in additional pumping stations to avert the frequent flooding in the city's Flockton basin.

Porirua City Council and Northland Regional Council have also undertaken adaptation works recently. Such actions promote house insurance remaining affordable and accessible over the long term.

Insurance payouts in 2021 following extreme weather events were a record \$324.1m. This does not include under or un-insured losses, or the cost of running evacuations, cleaning up after slips and washouts and repairing roads and other infrastructure.

Nor does it include much of the damage to farmland and crops or wider social and environmental costs. The total economic cost of such events will be significantly more than that recorded by ICNZ.

We have seen overseas that another approach is sometimes taken. In parts of the United States and the UK, the government steps in to devise schemes to effectively subsidise insurance cover for homes and businesses built in high-risk flood plains or particularly vulnerable coastal locations.

Money spent on a continuing cycle of repair following severe flooding or storm damage is not only not available to be spent on investing in reducing those risks in the first place, it's an active incentive not to do so.



Tim Grafton
Chief Executive
Insurance Council of New Zealand

There's an obvious short-term political appeal to instigating such schemes, but in a market where the affordability and availability of all-perils insurance is among the best in the world, the risk of perverse outcomes is very real.

Aotearoa New Zealand should avoid muting the critical role insurance plays in signalling risk through pricing when insurance remains readily available. Society needs to provide the legal framework and invest in risk reduction.

In this way, we can provide sustainable solutions to climate risks and avoid the high risk of doing more harm than good by taking short-term measures. It is those very home and business owners that have to deal with the fallout of repeat events and that have to cope with the declining value and saleability of their homes.

What's needed is spending to protect homes, livelihoods and communities from flood risk in the first place, not repeated financial and literal bail-outs.

ICNZ Insurance Council of New Zealand
Te Kāhui Inihua o Aotearoa

The war against inflation is underway

Battles are opening on more fronts

Economic commentary from **Cameron Bagrie**



Cameron Bagrie
Managing Director & Chief Economist
Bagrie Economics

The Reserve Bank is on the warpath. The government is caught in the inflationary cross-fire – pointing to offshore factors as the enemy – but facing intensifying pressure to act themselves. And the political landscape has shifted with the next election now a two-horse race - not a one-horse race.

Inflation does not reflect international factors as some politicians claim. Certainly, international factors are at play, with tradable or imported inflation 8.5 percent.

Those trends reflect an overheating or over-stimulated economy. Shielding the economy from the negative effects of Covid by aggressive action by the Reserve Bank and government has come at a price in the form of inflation. Going BIG is now partly responsible for a BIG inflation problem.

We are faced with bringing the economy back into line to curb inflation and curbing inflation is not growth or asset price friendly.



However, non-tradable or domestic inflation is 6 percent. Service sector inflation (i.e. not trade in goods) is 4 percent. Housing and household utilities inflation is 8.6 percent. Home ownership (construction cost) inflation is 18.3 percent. Rents are up 4 percent. Inflation ex food, energy and fuel, is 5.9 percent.

The Reserve Bank has increased the Official Cash Rate (OCR) 125 basis points and financial markets are anticipating another 225 basis points on top of that. That would be the largest rise in the OCR in two years we have ever seen.

We are seeing an economic response. House prices have fallen four months in a row and are down 4 percent from their November 2022 peak. Consumer confidence has hit a fresh low, though Omicron will be a contributor too.

Many indicators continued to show buoyancy particularly across the labour market, but the economy is moving into a slow growth trajectory with interest-sensitive sectors such as housing leading the turn. Credit growth is easing. Building consents will be the next indicator to tail off.

These signs are encouraging. The more immediate the response to higher interest rates, the hope is interest rates will not need to move up too far.

But, when you have a 6.9 percent inflationary starting point, and unemployment rate of 3.2 percent, the economy needs to take sizeable hits to dampen inflation, particularly when some inflation, such as the tradable component (around 50 percent of inflation) is beyond our control.

Continued...

The war against inflation is underway - continued

More pressure is being placed on the government to act. It started with the Organisation for Economic Cooperation and Development (OECD) calling for a tighter fiscal stance (less spending).



The Reserve Bank Governor has called on help from fiscal policy to tame inflation. Economists, including myself are saying the same.

The coming year will be a real test of the Minister of Finance's credentials. Being prepared to go big spending wise and shield the economy from covid challenges and bad times was the right policy response but comes with a hook; you need to be able to show the necessary discipline to rein spending in during the good times.

Spending is not the only lever the government can, or should turn to, to assist in the battle against inflation. Government policy can be a huge contributor to business costs. Migration policy influences the supply or workers. Housing policy impacts rents.

The danger is we try to spend our way out of an inflation problem supporting those in need, which simply adds more to inflation. The sentiment is admirable – we should help those in need. But it glosses over the big picture.

Covid is a negative supply shock which means at some stage society and the economy takes a hit. The use of fiscal and monetary policy buy time to adjust, they do not eliminate the need for an adjustment.

Inflation is now the KEY issue of 2022 and likely 2023.

Taming it is going to take efforts across the board.

The Reserve Bank will continue to lift interest rates, though I suspect a pause is pending in the back half of 2022 as more signs of a weakening housing market appear. There are limits how far house prices can ease before it cascades into a problem.

The government needs to pivot, and there will be more and more pressure to rein in spending.

Curbing inflation means business margins compress. Costs cannot simply be passed on. Businesses need to up their game productivity wise as an offset.

Spending and supporting the economy in tough times is easy. Taking away the punch-bowl, when the party is in full swing, and inflation is stealing people's hard earned money - is not.

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Easter chocolate hamper winners

Last month's competition to give away chocolate hampers for Easter attracted plenty of attention - over 350 sweet-toothed brokers registered to win. The five lucky winners whose names were drawn at random from all the entries are listed below. Our thanks to everyone who participated.



Alvin Johnson	RMA Financial	Whangarei
Garth Nielsen	Rothbury Insurance Brokers	Pukekohe
Jenny Martin	Malcolm Flowers Insurances	Taupo
Stuart Cameron	Abbott Insurance Brokers	Christchurch
Teresa Falk	Crombie Lockwood	Whanganui

Statutory Liability

Trends in Health and Safety enforcement

Legal article by
Richard Flinn
Partner at Wotton+ Kearney



Richard Flinn
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Wotton+Kearney, Wellington

26-year-old port worker and new father Atiroa Tuaiti died last week at the Ports of Auckland. Maritime New Zealand is investigating.



The Port is under significant pressure to handle cargo around the clock to help clear the current shipping backlog. Meanwhile it is under a different kind of pressure from regulators. Mr Tuaiti's death is the fourth at the Port in the past six years.

It comes on the heels of charges by Maritime NZ against the Port and its former CEO, Tony Gibson, over the death of Pala'amo Kalati in August 2020. Mr Kalati was killed when a container fell on him during an overnight shift.

Tension between customer needs and worker safety

The Port's trials are emblematic of the tension often experienced by businesses, between meeting their customers' needs (as well as their own commercial purposes), and keeping their staff safe.

One of the purposes of enforcement action under the Health and Safety at Work Act (HSWA) is to deter businesses from sacrificing the safety of staff in order to meet commercial imperatives.

With uninsurable fines of up to \$3m available, as well as weighty reparation orders, HSWA has the necessary tools to make businesses sit up and take notice.

Personal Liability

One risk that keeps board members and management awake at nights is the prospect of personal liability. Mr Gibson's prosecution is an example of several recent cases in which these kinds of charges have been laid.

Following the enactment of HSWA, WorkSafe allowed a bedding-in phase before it brought any charges against management personnel. That hiatus is now well and truly over.

The charge typically brought is a breach of s44 of HSWA, which puts an obligation on officers of a business or undertaking (PCBU) to exercise due diligence to ensure that the PCBU complies. Breaches can result in personal (and uninsurable) liability of up to \$600,000.

Influence and Control

HSWA imposes onerous obligations on PCBUs. Where charges end up being laid, the most common outcome is a guilty plea and an attempt to minimise the damage at sentencing. However, there are a number of recent cases in which WorkSafe has missed the mark. One recurring theme is WorkSafe electing to charge PCBUs that are only tenuously connected with harmed workers. The 2018 case *Athenberry*, which involved charges against a number of kiwifruit industry participants following a quad-bike accident, confirmed that duties will not arise where a PCBU has little or no practical control over a worker.

Continued...

Statutory Liability – Trends in Health and Safety enforcement (continued)

Our firm is handling several cases where WorkSafe is charging PCBUs with a similarly tenuous connection with injured workers. In the still-ongoing proceeding, WorkSafe v Fulton Hogan, WorkSafe brought several charges against Fulton Hogan and some subcontractors in connection with the death of road worker and Fulton Hogan employee, Joji Bilo, who was killed by a runaway truck.

Our insured client was a subcontractor who, by virtue of Fulton Hogan's strict control of the site, was unable to materially influence either Mr Bilo or the driver of the truck whose handbrake failed.

Only after WorkSafe's expert provided a brief of evidence exonerating our client from liability did WorkSafe agree to withdraw the charges against it. That was clearly the right outcome in the circumstances. Regrettably it took WorkSafe some three years to arrive at the correct conclusion, causing considerable stress, cost and inconvenience in the interim.

A guilty plea is not always the right option. It should be hoped that, with a few more of these kinds of cases, regulators might be willing to exercise its prosecutorial powers more judiciously.

This article is intended to provide commentary and general information. It should not be relied upon as legal advice. Formal legal advice should be sought in particular transactions or processes or on matters of interest arising from this publication.

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Keep your personal information safe

It's hard to go a few days of scanning the news without hearing about a major data breach, potentially exposing millions of customers' personal data to criminals. Here are a few tips from Chubb Insurance to ensure your personal information doesn't end up in the wrong hands.

Create strong passwords

When creating a password, think beyond words or numbers that a cybercriminal could easily figure out, like your birthday.

Choose combinations of lower and upper-case letters, numbers, and symbols and change them periodically. It's also better to create a unique password instead of using the same password across multiple sites—a password manager tool can help you keep track.

Don't overshare on social media

We all have that one friend who posts too many intimate details of their life online. Not only can this be annoying, but it can also put your personal information at risk. Check your privacy settings so you are aware of who's seeing your posts, and be cautious when posting your location, hometown, birthday, or other personal details.

Use free Wi-Fi with caution

A little online shopping never hurt anyone...or did it? Most free public Wi-Fi networks have very few security measures in place, which means others using the same network could easily access your activity. You should wait until you're at home or on a secure, password-protected network before whipping out that credit card.

Watch out for links and attachments

Cybercriminals are sneaky, and will often compose their phishing scams to look like legitimate communications from a bank, utility company, or other corporate entity. Certain things like spelling errors or a different email address than the typical sender can be a clue that the email is spam.

Check to see if the site is secure

Before entering personal information into a website, take a look at the top of your browser. If there is a lock symbol and the URL begins with "https," that means the site is secure. There are a few other ways to determine if the site is trustworthy, such as a website privacy policy, contact information, or a "verified secure" seal.

Consider additional protection

Install anti-virus software, anti-spyware software, and a firewall. For additional protection, you may want to consider cyber insurance, which can keep you and your family safe if you fall victim to a cyberattack. At Chubb, our experts are ready to evaluate your cyber vulnerabilities, help cover fraudulent charges, and ensure your family has the resources you need to recover emotionally, too.

Broker in the spotlight

Tamarind da Rocha joined the insurance industry in South Africa in 2006. She started in claims and then moved to underwriting before becoming a broker. In her broking role, Tamarind specialised in Guarantees, Equine, Game Farms, Equestrian Estates, and Marine Insurance.

Moving to New Zealand in 2018, Tamarind found the market for her specialty lines very different, but found a new challenge working with placing business via offshore insurers.

“Outside work, I’m not the most outdoors person you will find” says Tamarind, “though I do enjoy a good adventure as much as anyone. Generally though, I prefer to curl up on the sofa and read a book, binge watch a TV series or have a movie marathon.”

Tamarind also enjoys road trips with her daughter, but says, “Any trip where a U-turn isn’t made isn’t a real road trip!” She also loves building puzzles and recently completed a 6,000-piece vintage Eiffel Tower scene. Her next challenge is an 18,000-piece puzzle of the Sistine Chapel.



Tamarind da Rocha
Insurance and Lending group
Auckland

What do you enjoy most about your role as a broker?

The challenge of convincing a client to entrust their business/homes/assets/valuables to me to protect.

What is the main point of difference ILG offers? *Our philosophy is “people buy from people”, ILG sees clients for day-to-day needs, claims and renewals.*

What does a typical day look like for you? *Chaos, a to-do list that never changes, and copious amounts of phone calls with clients and insurers and the occasional joke to lighten the day.*

The most amusing claim I’ve handled was – *a few years ago we had a client building an equestrian estate. He wanted to put a dam in the middle and phoned us saying he found some dynamite and was going to “create” the dam. He blew up a tractor in the process.*

What impact has the Covid-19 pandemic had on your clients? *We have tried to assist our clients to ensure they remain covered while dealing with Covid in their own businesses. Clients have been more critical of their insurance covers - the lockdowns have given them more time to read their policies.*

One common perception about insurance I would like to change is... *It is not a grudge purchase. You need to protect your assets to make sure your business can keep operating.*

I like dealing with Rosser because – *Tibi is always good for a laugh. He is professional and will always try to help where he can.*

If you didn’t have to work what would you like to do instead? *Operate a farm with livestock and vegetables.*

What is your motto or personal mantra? – *Fortune favours the Brave.*

One vegetable I detest is... *Peas. I won’t even wash the pot you cooked them in or bowl they soaked in.*

What I enjoy most about living in Auckland is... *The traffic - you get to see all sorts of people in different moods, music taste and habits ...but I’m not so keen on... the actual traffic!*

The dream car I’d like to own is... *A 1967 Chevy Impala, my daughter is obsessed with Supernatural and I’ve taken a liking to the car.*

As a kid growing up my ambition was to be... *a Forensic Psychologist. How I’ve missed the mark on that!*

A job I would really like to try for one day is... *Forensic Psychology, I want to see what I missed out on.*

My colleagues reckon I’m... *Always good for a laugh. There are too many serious things in life to still be serious at work.*

A concert or sporting event I would love to go back in time for is... *The 1980 Pink Floyd Concert – Another brick in the wall.*

What’s the most interesting thing we wouldn’t learn about you from your resume alone? *I don’t take NO for an answer. For every problem, there is a solution, and if there isn’t one, I will make one.*

If you were stuck on an island what three things would you bring? *I’ll only bring one thing – a pack of cards. The moment you start playing solitaire, someone will hang over your shoulder and tell you to move a card.*

Steak/seafood/vegetarian? Wine/beer/cider? Pavlova/cheese/fruit? *STEAK, BEER, CHEESE - the important elements of any meal.*

What one food do you wish had zero calories? *Doughnuts especially the cream filled ones – Yummy!*

Which concert or show do you wish you’d attended? *The 2022 Oscars to see Will Smith smack Chris Rock. Video didn’t do it justice, I’m not a Chris Rock fan.*

SurePac Support for Sport

\$1,000 Monthly Donation to a Not-for-Profit Insured Sports Group



ROSSER
SurePac
SPORT



**Every month until June 2022
Rosser donates \$1,000
to a not-for-profit organisation insured
with SurePac Sport.**

Recipients are selected by a random draw from all SurePac Sport policies incepting in the preceding month.

Donations are made in the name of Rosser and the winning organisation's broker.

Click [here](#) for information about our multi-line insurance solution for not-for-profit (and commercial) sports, fitness and recreation organisations.

Congratulations to our APRIL SurePac Sport \$1000 donation winner



**The Arawa
Bowling Club**

represented by

Toni Morss

Sweeney Townsend Ins. Brokers
Rotorua



Wayne Ballantine (Rothbury's Kerikeri) is pictured with Lynda Hurley, chairperson of the Bay of Islands Golf Club, with a socially distant presentation of the March SurePac Support for Sport donation from Rosser Underwriting

SurePac Sport March donation to support junior participation at Bay of Islands Golf Club

Originally formed in 1936 the Kerikeri Golf Club operated on land owned by a local farmer. The club went into recess in 1941 due to the effects of WWII - keen golfers then played at Waitangi.

The club reformed in 1970 on land purchased on favourable terms from a local family who supported the establishment of a new course. The second nine holes were completed in 1977 and the clubhouse built in 1985.

Renamed as the Bay of Islands Golf Club in 2010 the club currently boasts a membership exceeding 350 who play on one of the best courses in New Zealand.

Club chairperson, Lynda Hurley, said "We are delighted to have been chosen in your promotion and look forward to boosting our junior golf with the funds and the support."

Rosser Risk Appetite Summary

Effective from 1 January 2022



ROSSER SurePac PROPERTY

Sums Insured including BI up to \$20m

- Aged Care, Rest Home Organisations
- Cafes, Restaurants/Bars
- Chartered Clubs
- Commercial Buildings
- Day Care/Child Care Centres
- Education Facilities
- Engineering Workshops
- Fitness Centres
- Motels, Hotels, Lodges
- Motor Trades
- Non Profit Organisations
- Office Buildings
- Religious Organisations
- Retailers
- Sports Clubs
- Non-sports Recreational Clubs & Groups
- Warehouses (appropriately protected)
- Wholesalers



ROSSER SurePac LIABILITY

Liability Limits up to \$10m, Companies with Annual Turnover up to \$50m/50 Employees

- Charitable Companies
- Charitable Trusts
- Chartered Clubs
- Incorporated Societies
- Iwi Organisations
- Limited Companies
- Partnerships
- Private Trusts
- Professional & Industry Associations
- Quasi Non-Governmental Organisations, Statutory Bodies
- Religious Organisations
- Social Service Organisations
- Sole Traders, Trusts, Body Corporates
- Sports Clubs & Federations



ROSSER SurePac PROPERTY UK

Sums Insured under \$8m

- EQ Prone Buildings and/or Lessees
- Natural Disaster – Higher Risk Cresta Zones
- Premises built prior to 1936
- Premises with low NBS%

NON-TARGET LIABILITY RISKS

- Accountants, Architects, Engineers, Solicitors & Real Estate,
- Construction/Project Management
- Financial Institutions
- Gaming Trusts

• NON TARGET PROPERTY RISKS

- Backpackers/Boarding Houses
- EPS Construction
- Entirely Residential Body Corporates
- Flammable Goods Manufacturing/Warehousing
- Jewellery
- Laundry & Dry-cleaning
- Liquor & Tobacco/Cigarettes
- Motor Vehicle Dealers
- Paper Product Manufacturing or Storage
- Plastics Industries
- Recycling and Waste Management
- Remote risks

ROSSER
We've got you covered

Please contact your Rosser Underwriting Development Manager for quotes or more information. See the final page of this newsletter for contact details.

LAUGHTER



"I'm on the inflation diet. Every week I spend the same amount of money and come home with less food!"

Rosser's underwriting development team is here to help
Contact your UDM for product information, coverage advice, quotes or any other support



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ROSSER We've got
you covered