



BQ

BROKERS QUARTERLY

thebrokersclub.co.nz

JULY

2016

THE NEED FOR SPEED!

Prestigio Insurance has been at the forefront in providing insurance for drivers on the track. We have worked with providers of driving training and track days to develop underwriting criteria for such events. Typically there are three events we provide cover for and to help you understand your clients needs they are explained below:

Driving Training:

We recommend professional driver training for clients who have purchased a prestige car in order for them to understand the power and handling of their vehicle.

Approved training facilitators include Downforce, PCNZ, or Mike Eady. Typically the day will include practise handling of the car on a slalom course, practising the best lines when cornering and understanding braking. This is followed by a drive around the track with an experienced instructor & finally the driver is given the chance to do some solo laps.

We can offer cover for existing clients who undertake driver training but prior approval is required. A client must have done an approved driver training course before progressing onto Track Day or Targa Tour events.

Track Days:

Professionally run track days are held at most motorsport venues around the county and we have worked with providers to form special groups for prestige vehicles.

On a track day there will be up to four groups, one of which will be the prestige group, limited to 10 vehicles. Cars are allowed 15 minutes on the track each hour and leave the pits at 5 second intervals. Overtaking is allowed but only on acceleration – not on corners. The organisers tightly control the number of cars on the track at any time and will black flag anyone not obeying the rules. Not all events are approved by Prestigio Insurance. We need at least 48 hours notice before each event your client wants their policy endorsed for Track Day cover. Additional terms and conditions apply for track day cover.

Targa Tour

The Targa Tour uses the same closed roads as the competitive event, however the tour travels through the stages in convoy with a driving leader. The event is non-competitive, un-timed & speed restricted – transponders in each vehicle can alert the organisers if speed limits are exceeded.

Each car has a driver and co-driver (navigator). There are a number of stages which range from 20km to 40km, which might not sound like much but at high speed on winding roads it can be exhausting for the driver. Specific terms (& additional premium) apply to clients wanting cover for the tour.

We're proud of our relationship with the NZ motorsport industry which allows our clients to get the most pleasure from their prestige vehicles.



attainable



Star Underwriting Agents

Dear friends,

Paying it forward...

We are firm believers that when we have achieved a solid financial future we should return some of our success to the community and support those less fortunate.

For many years we've have had an association with a charitable trust called "Attainable" (previously, Auckland Protected Employment Trust). There are two main objects of the trust, firstly as assisted employment for disabled people and secondly to provide training to allow more severely disabled people to operate independently in society.

John has been a trustee for 15 years and in recent times we have given \$5 for every bike we insure.

The Trust has now appointed a CEO which has further grown the services offered. Attainable has been able to refurbish the property and pay off debt. They have installed a new commercial kitchen to provide the employees healthy morning teas and lunches. This has proved a huge success because the trust provides wholesome and enjoyable food for their 'employees'.

The kitchen has been further expanded to provide out catering and fundraising selling cakes, hot cross buns & biscotti which can be purchased on line at kitchen.attainabletrust.org.nz

We believe giving back to the community is part of being a good corporate citizen and know many brokering groups around the country have their own ways of giving something back, whether it be by financial donation or allowing staff a day off to do volunteer work.

Your continued support of Star Underwriting will allow us to provide further funds to Attainable in order to continue the trusts efforts.

Warm regards,

Nick Baker

Nick Baker CEO

John Baker

John Baker Founder & Chairman

GOING ONCE, GOING TWICE...SOLD!

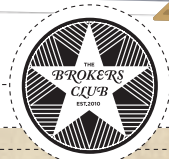
In the last issue of our BQ magazine we talked about salvage and our process for selling wrecks and motor-parts on the TradeMe auction site.

Well, a few days after publication the NZ media picked up on a unique item we had for sale – a near new Lamborghini with a \$1 reserve.....and a few dents.

The vehicle had been written off a couple of months earlier and despite extensive damage to the front of the car, still had a perfectly good, Lambo Huracan motor in the back! The national publicity of this sale then extended internationally with the auction listing getting over 211,000 views – one of Trademe's Top 10 (of all time) auctions.

The closing moments of the auction saw a bidder from Christchurch battling it out with an overseas interest, but when the final electronic hammer fell the NZ bid won and the wreck sold for \$165,000.

We have new listings being put up daily so keep an eye on Star Auctions in case you find a piece of car for yourself.



MEMBERS...START YOUR ENGINES



Hampton Downs race track is continuing work on their \$25 million upgrade with the grand opening scheduled for the inaugural Hampton Downs 101 event on October 29/30.

"I think a lot of people who've been to Hampton Downs in the past would have been disappointed and maybe have bad memories of the place," says circuit owner, Tony Quinn. "What we've done since we bought it last year has been world class. I've seen a lot of motorsport tracks around the world. I've seen what's worked and what doesn't work and I've used that knowledge at Hampton Downs. We've built a track extension, new corporate suites, new garages and we've done a major landscaping job on the place. Our tagline is 'Experience the Exceptional' and that's what we aim to deliver. First and foremost however, I want us to be the number one motorsport track in New Zealand."

The GT Members at Hampton Downs had the first opportunity to drive on the new 4km international Grand Prix track – which includes the 1.2km track extension – in May. Hampton Downs members have reciprocal rights to use the facilities at Highlands Motorsport Park in Cromwell while Tony is also talking to other track owners in the US and Europe.

"Ultimately we want our members to be able to enjoy some of the finest motorsport tracks and facilities around the world. Our membership model at Highlands is working really well and we already have close to 70 members signed up

at Hampton Downs. We're limiting the membership to at Hampton Downs to 200 people so don't hang about."

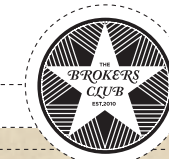
"Highlands and Hampton Downs are the first racetrack in the Southern Hemisphere to introduce a membership model and our members have been delighted with the value they get out of it. Some of them hoon around the track day in and day out in their cars. Others use it for the networking opportunities and the social events."

Prestigio Insurance is proud to support club members by providing experienced drivers with insurance coverage when using their vehicles on the track (of course, special terms and conditions apply).

The membership caters to all motorsport enthusiasts, from the beginner to those competing at the highest level. If you want to give motorsport a go and/or get your car out on the track regularly, improve your driving skills and meet friendly like-minded people, this membership is definitely for you. There are 80 on-track sessions planned at Hampton Downs for the calendar year while members also get exclusive access to the new GT Lounge, the perfect spot to watch the Hampton Downs 101 in October.

The Australian GT series headlines the weekend while other popular classes, including the Central Muscle Cars will feature as part of this festival of motorsport. The new 850m international go-kart track and 4WD track at Hampton Downs will also be ready to rock on the opening weekend.

For more information contact Cherie Brown at: marketing@hamptondowns.com



RACE 4 LIFE

This annual event held at Hampton Downs Raceway provides an exciting day of fun for over 70 patients of hospices in the Auckland region.

Thrills on the day include rides on a Harley, a flight in a helicopter and laps in Prestige or race cars around the track.

Over 150 volunteers put the day together and the Star Underwriting management team are pleased to be involved. John Baker provided track laps in his Porsche and Nick Baker in an Aston Martin, the background to this car will be featured in the next BQ edition. Special thanks also goes to Michael Hookham from Vero Insurance who expertly piloted the 1965 Corvette Stingray (the vehicle was profiled last BQ edition) around Hampton Downs. Patients were treated to a delicious lunch prepared by volunteers and serviced by a team of students from Kristen College.

"We couldn't do it without our supporters, sponsors and volunteers," said RACE4LIFE founder Viv James. "They continue to give so much and often find that the experience of helping someone live their lives to the full has enriched theirs too. It's magic."



BROKERS VS UNDERWRITERS SOCCER MATCH



Both sides of the Auckland insurance industry took part in some friendly games of soccer back in April with an afternoon event at Madills Farm. Leo, Danny & Nick Jnr represented the Star Underwriting team over a number of games and the day included both social teams and a women's match. Pizza and beer in the club rooms followed and the extra keen carried on into the night for a spot of Karaoke.



RAILS TO DARGAVILLE!



The trip takes us through farm land and alongside the river as we click-clack along the old rusty rails (given their poor condition its hard to imagine a train ever running here again). There are a number of stops along the way where your tour leader (in the first cart) will point out interesting sites and road crossings.

It's a fun outing and a unique way to see the countryside.

Other points to note: You'll need to show your drivers licence if you want to drive the cart, they're covered but not enclosed so take a jacket and have closed footwear. Free parking is available at Dargaville station and each cart can take 4 people (but you'll only share with people in your own party). Bookings are essential.

While you're in the Dargaville area be sure to check out some of their other attractions including the very good Kauri Museum at Matakohē, or take a fresh-water dip at the Kai Iwi Lakes. If you enjoy your rail carting adventure and are keen for more, there are similar operations in Rotorua, Taumarunui and Whakatane.

<http://www.portdargavillecruises.co.nz>

With the slow decline of rail-freight in NZ a number of branch lines have been closed in recent years. While Kiwirail may no longer see the lines as financially viable various branches have been leased out to new operators in a rail-carting tourist operation. I recently headed north to ride the rails on the former Dargaville branch line.

Dargaville is a town of 4000 people, situated by the muddy Wairoa River and the surrounding area is known as the Kumara capital of NZ. The railway line to the town (which branched off the Auckland to Whangarei line) was closed in 2014 and the new tourist venture started in December 2015.

Rail-carting is the use of self driven converted golf carts to carry small groups along the line, normally in convoy with the other carts. Moving at a slow pace of 15km per hour and without the need to steer it gives plenty of opportunity to view the surrounding scenery which is often remote and far away from any roads or property.

The Dargaville operation travels 18km from the town's railway station and takes about an hour to the turning point at Tangowahine where there is a 15min coffee stop before the return. There are future plans to extend the trip further down the line (the whole branch railway is 50km long).

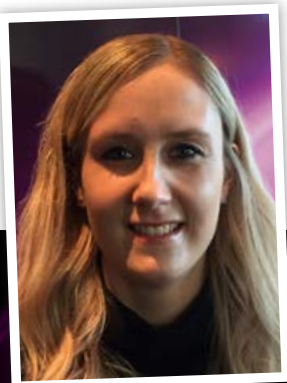


MEET THE BROKERS



Denise Bourdot
Crombie Lockwood,
West Auckland

I started as a clerk for Colonial Mutual Generals' broker division in the 80's, I learnt a lot about the industry during my 6 years there. Currently I am the branch director for Crombie Lockwood in West Auckland and I love being able to guide my staff through the labyrinth of insurance broking to see them grow professionally. In the weekends I like to spend time socialising with family or friends or attending motor racing events. My husband and I went to Bathurst last year and recently attended the Leadfoot Festival in Hahei.



MEET THE SUAL TEAM

Morgan McCormick

I've been with Star U/W for the past year, originally starting in the accounts team I have recently moved to underwriting support. My background is in accounting but I am fast learning the processes of general insurance which is an exciting challenge.

I recently bought a house with my partner which I am renovating. I love cooking but also trying new



Carolynn Marshall
Nauman Insurance Brokers,
Dargaville

I moved to Dargaville from Hamilton five years ago commencing my insurance career at Nauman Insurance, and have since completed my Certificate in Financial Services level 5. My husband and I live on a farm 60km out of town and I travel into Dargaville each day for work. My husband and I are outdoors people, we often go tramping through Trounson Kauri Forest, snorkling for Paua & Crayfish off the rugged west coast beaches, or flyfishing for trout in the Kai Iwi lakes. We have just bought our first home by the beach which we plan to spend much of this winter getting ready to enjoy as a family hub over summer.



Paul Stainton
PSC Connect,
Auckland

I've been working in the industry for almost 10 years now. Starting out with Lumley moving over to the dark side becoming a commercial broker. Now working with PSC Connect in a sales development role, working closely with member brokers to help grow their businesses. Outside of work you will usually find me at one of Auckland's many Japanese restaurants (Masu being my favourite!!) or at some sort of music event.

restaurants around the city. Last year I was a bridesmaid for our staff member Jodie. I've done a lot of travelling (even though I'm scared of flying) and spent 3 years living in London. Some of my other favourite places are Turkey, Italy & China.

COOL RUNNING!

Nathan Haywood, manager of Rothbury Insurance Brokers in Invercargill, decided to run his first ever marathon earlier this year, the location - Antarctica.



Nathan, why did you decide to do this event?

My brother in Scotland has done a number of marathons and Antarctica was one of his last continents. I decided that this might be a cool place to go so suggested I carry his bags. It went from that to being talked into doing my first marathon.

Tell us a bit about the event?

The first Antarctica marathon took place in 1995. The field is capped at 120 runners per event and we had been booked in for a couple of years to do the 2017 run, however we got the call up about June last year to say there was a place in 2016.

How did you prepare?

I'm not a runner by trade, I would be lucky if I had done a 5km run at that time. All of a sudden I had to go from doing nothing to preparing for a marathon!

Over winter time when we have those big frosts down to -6 degrees it was good training. The other thing was running in Central Otago in the heat because it is a matter of putting your body under stress, it doesn't matter if it is hot or cold.

How did you get to Antarctica?

We left from Ushuaia (bottom of South America) and took two days by boat to get there. There were about 120 people on board including crew. We had a cocktail party before we left which allowed everyone to meet each other, most had run many marathons previously and were quite surprised when I said this was going to be my first!

So how did you do?

The run was a long day at the office. I wanted to do under 6hrs 30mins as after that they pull you out so you don't get hypothermia. I was happy to be under 6 hrs when I finished.

You have got to change your shoes twice because your feet get wet and cold and your entire run you are layered up with thermals.

What other activities did you get up to?

Antarctica is an amazing part of the world and a very unique place, the cold of it is all part of the fun. We spent 3 days looking around and getting up close with the wildlife. Also went sea kayaking up close to icebergs and seals.

Finally, where are you running to next?

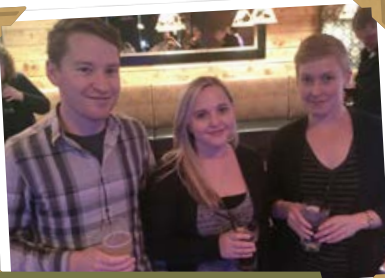
I plan to do another one some day just to see what a normal marathon is like - I hear you can do one at the North Pole! I'd like to try the Queenstown marathon at some stage also.



STARS AROUND NZ



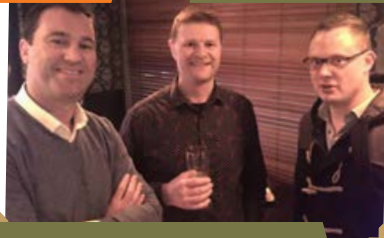
Dunedin Broker Drinks



Dunedin Broker Drinks



Dunedin Broker Drinks



Dunedin Broker Drinks



Provincial Insurance, Masterton



**GUESS
THAT PLACE**

Key Account Manager, John Edie, loves driving around our beautiful country.

Where is he in this picture?

If you know then drop us an email & you could win a double movie pass! (admin@sual.co.nz)



STAR INSURANCE IS NEW ZEALAND'S ORIGINAL SPECIALIST MOTORCYCLE INSURER.

- Options for comprehensive cover, storage, restoration and transit cover and competition bike cover
- Protective apparel cover (helmets and leathers)
- Track day cover (terms and conditions apply, must be applied for before track day)
- Total loss replacement if bike is less than 12 months old
- Agreed value
- Journey On Roadside Assistance for all motorcycles with comprehensive cover



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