

November 2009



Howard Cooke
Bridges Insurance Brokers

Compact Direct Mail Ltd
Unit 2e Deacon Trading Estate
Forstal Road
Aylesford
Kent
ME20 7SP

Tel: 01622 719365
Fax: 01622 790659

www.compactdirectmail.co.uk

Testimonial For Bridges Insurance Brokers

As a service company, our directors and senior management focus our time on clients – looking after the business, and delivering our promise that they will always be looked after by a senior, experienced person.

As a result, whilst we have very good support systems, we do not spend much time looking round the market for competitive quotes except where that directly impacts on client job costs, and in this particular case we had used the same brokers for several years.

I met Howard through BNI, and saw this as an opportunity to get a competitive quote on all our general business insurances without any real effort on our part, beyond giving details of our current policies.

Imagine my surprise when on a like by like basis, his company came back with a 25% reduction in premium, and because we were already at renewal date, we were able to cancel and go on immediate cover.

As a direct mail company, we turn round a lot of client stock, and also store brochures for fulfilment over a year. Most of this is covered in our general insurance. We had however taken on a storage and distribution contract for a consortia of museums, including the National Maritime Museum, and were surprised to be asked whether our insurance covered a replacement cost of £40 a pack – given these were free school resources. The answer was no when the question was asked, but yes 24 hours later when we were on cover just before the materials arrived in our premises.

We like to give very quick, efficient and cost effective service to our clients, and need to work with companies who can support us in this. Bridges Insurance Brokers have certainly met this need so far. They have saved us quite a lot of money in our overhead, and assisted us in giving excellent service to a happy client.

A handwritten signature in black ink that reads "Michael Howe".

Michael Howe
Director

