



The Insurer



News from Safire Insurance Company

November 2011

Safire's new look newsletter

In our previous newsletter (September-October 2011) we revealed Safire's fresh new advertising and marketing campaign for the first time. There are various adverts, all based on the theme of successful symbiotic relationships in nature: the bee and flower, the sheepdog and its flock, the ladybird and its host plant - all mirroring how we work with our clients in a win-win partnership. Now we're able to show off the new Insurer newsletter format. Streamlined, easier to access and quicker to download, we hope that you'll find it an interesting read. If you have any suggestions or feedback, please drop us a note at theinsurer@safireinsurance.com.

Weather-related claims

By Ivan O'Gorman, Underwriting Manager, Safire



Lightning can cause devastating fires.

Hardly a day goes by without extreme weather making headlines somewhere in the world. Once the seasons were predictable and precautions could be taken to minimise or prevent losses. It's not so easy now with the unpredictable weather patterns! But we need to learn from each incident and by taking action in the following ways we can minimize weather damage:

- Regularly maintain all your buildings, ensuring that they are not only weather-proof but that all storm-water can move away from the buildings.
- Lightning protection is becoming more sophisticated: install plugs and protection systems that suit your circumstances.
- Rather be slightly over-insured than under-insured. Very few serious storm claims are settled without there being adjustments for "average". Insure for replacement including additional costs for possible services from architects, surveyors, demolition contractors, debris removal companies, etc.
- In respect of House Contents ensure that the sum insured is based on "New Replacement Value."

Movember madness

Movember is the alternative name for the month we once knew as November. Movember is a global moustache-growing charity event that each year aims to raise funds and awareness for men's health, especially prostate and other male-specific cancers. So if you see usually smooth-faced men with bristling upper lips this month, now you know why. A number of Safire staffers (men of course!) have taken up the challenge of coping with wolf-like hairiness for this very worthwhile cause. For more details about this fun movement and to make a donation, visit www.movember.com.

Who's to pay?

It's a topical debate: who pays when a march turns into a riot? Trade unions and political parties say they cannot be held accountable for what happens if things get out of hand, as happened in Johannesburg's CBD a few months ago. This type of cover is labeled "Special Risks" cover and encompasses civil unrest, labour action (lock-outs, strikes) and terrorism. Visit www.sasria.co.za for details and check with your broker that you have SASRIA cover if you feel you might be vulnerable.

Check your car

Please note that the theft of valuables or other items stolen from a vehicle is not covered unless due to forcible and violent entry. The onus is on the insured to check that their vehicle is in fact locked when left unattended. After a number of reports in the media of thieves tampering with remote locking devices to unlock a vehicle, please double check that your car is locked whenever you get out. It only takes a second to check your door and as they say - better safe than sorry!

On top of the world!



Bennie and Yolande raise the Brokoop flag at the top of Kilimanjaro!

Bennie Boshoff of Brokoop Piet Retief and his wife Yolande recently climbed Kilimanjaro with long-time Safire and Brokoop clients, Martin and Linda Johannes. Says Bennie: "The trip itself takes 7 days: 5 up and 2 down. During the ascent you move through five different zones ranging from dense rainforest to alpine desert and glaciers at the peak. To acclimatise to the altitude, we walked up extremely slowly, travelling about 10-15km a day. Porters carried our tents and food, while we carried our own water, snacks and warm clothes. We were led by local guides who'd climbed Kilimanjaro more than 220 times over 18 years! After the day's walk, we were met at our campsite with popcorn, tea, and a cup of lukewarm water to bath with! The nights were cold, but we were fortunate to have very good weather.

On summit night we started walking from Base Camp at about 10pm up an extremely steep slope of loose gravel. It was so cold that our water-bottles froze and it was an effort to keep going. It was full moon, which gave quite a different perspective. We could see a long line of headlamps snaking up the mountain. At about 6am, as the sun started to rise, we reached the Stella Point, from where we walked another +30 minutes to Uhuru Peak at 5,895m above sea level - the world's highest free standing mountain. The glaciers (of which only about 10% remain), are very impressive, and these, together with spectacular views, made it unforgettable.

The air is extremely thin up there, and breathing is a major challenge. After reaching the top, we had to ascend a further 8 hours to get to our camp site, which meant that we walked 16-17 hours non-stop! Although we were exhausted, we were extremely happy that we'd achieved our goal. Climbing Kilimanjaro is definitely a challenge, probably more mental than physical, and it's something we'd really recommend."

Predicting the World Cup Winners

During the recent Rugby World Cup, Shackleton Risk Management held a competition utilising the 'Superbru Web Portal' and invited its attorney and liquidator clients to predict the winner and score margin in each game.

Points were scored for a correct choice of winning team and for predicting the correct winning margin to within five points. Congratulations to Tarina Sadler from St Adens in Pretoria who managed to take an early lead and eventually secured the overall victory with a correct prediction in both the final game and third/fourth team playoff. She was also ranked in the top 1% of all participants worldwide! Here Tarina receives her cheque from Shackleton MD Craig Brigg.



Visit by the Financial Services Board



The Safire head office in Pietermaritzburg recently welcomed a team of representatives from the Financial Services Board or FSB, who visit all insurance companies in South Africa from time to time to assess their risk management and methodology. Some of the risk management elements that they looked at while at Safire included: board oversight, senior management, risk management, internal audit function, compliance function, and actuarial and financial analyses. The FSB team also visited Firestop in the Karkloof to see first-hand the risk management controls that are in place. Seen here with an aerial bomber plane are, from left to right, Corne du Plessis (FSB), Isaac Kekana (FSB), Ioane Abrahams (FSB), Ruth Bezuidenhout (Safire), and Mduzuzi Khumalo (FSB).



Safire opens in Port Elizabeth

Hedley Bertrand recently joined Safire as Broker Consultant in Port Elizabeth as part of Safire's nationwide expansion. Hedley has worked in the industry for many years. "The personal service offered to brokers and clients and their quality products is what appeals to me about Safire," Hedley says. "I look forward to the challenge of introducing a new insurer to the Eastern Cape market and developing a sustainable portfolio."



Welcome aboard ladies!

Multiline at Safire Head Office in Pietermaritzburg welcomes their new Shanelle Thangalant. We wish them well for their future with us.

Economic tidbits this month

- \$700-\$10 000 – what insurance on a \$200 000 trip with Virgin Galactic's spaceflight tourism will cost according to German insurance firm Allianz.
- Aus\$ 50 000 – what an Australian insurance firm will pay out if US President Barack Obama is fatally attacked by a crocodile while on a state visit later in the month.
- 50% - the loss banks and insurance providers have agreed to accept from the Eurozone on Greek government bonds.
- R5,1 billion – what the Oppenheimer family will get for selling their 40% stake in De Beers to Anglo-American.
- 5% - Barclays' income growth for the third quarter driven by improved performance from their South African properties (Barclays owns SA's biggest retail banking operation Absa).

Please send any suggestions, comments or potential stories to theinsurer@safireinsurance.com

[SUBSCRIBE](#) [UNSUBSCRIBE](#)

Copyright © 2011, Safire Insurance Company Ltd, All rights reserved.

Safire Insurance Company Ltd, Safire House, Redlands Estate, Pietermaritzburg, 3201
Tel: 033 264 8500 Fax: 033 264 8501
www.safireinsurance.com

Reg No: 2000/027673/06
A licenced Financial Services Provider (No. 2092)