

## Introducing i-truck



Some of the i-truck fleet of courtesy vehicles.

Safire recently launched the i-truck division to add another dimension to our comprehensive range of insurance products. i-truck offers the first holistic transport solutions package for the Heavy Commercial Vehicle industry, and boasts a phased approach consisting of:

- Proactive risk control: 24-7-365 live monitoring and real time responses, driver performance reports, incident management;
- Market-leading technology: dedicated Control and Operations Centre, combined with ownership of specialist hardware and software to manage risk and behavior, vehicle monitoring through state-of-the-art tracking devices, route planning;
- Tailor-made insurance solutions: automatic installation of tracking devices, medical tests for drivers, driver benefits (such as personal accident cover, funeral benefits), 24-hour turnaround on claims, loan vehicles;
- A paperless environment where clients and brokers work online through a personalised digital key to update and amend policies.

For details, call i-truck on 031 207-3990 or visit [www.itruck.co.za](http://www.itruck.co.za).

## Safire features at fire conference



One of the helicopters used in the Working On Fire demonstration in the Pilanesberg.

Safire has a history dating back to 1987, and with its roots as a specialist timber insurer has become known for its expertise in this niche market. So it came as no surprise that our Plantation Manager Ruth Bezuidenhout was invited to be a speaker at the 7th Fire Management Symposium, held at the Victoria Country Club in Pietermaritzburg in June. At this event, technical knowledge was shared amongst fire managers and authorities from different disciplines and land uses (nature conservation, forestry, local authorities, fire protection associations, agriculture etc). Ruth spoke about the devastation caused by large scale fires and the sustainability of plantation insurance. "I stressed that plantation insurance is totally dependent on a sound relationship between the various stakeholders, namely Safire, the insured landowners, and our re-insurers," says Ruth. "Safire has an in-depth understanding of the forestry industry – its demands, and how it is essential to respond in terms of changing situations within the industry. Our re-insurers trust Safire because of its steadfast reliability and accurate reporting systems. Open, honest and transparent communication is critical for a sound relationship between Safire, its re-insurers, and the insured." Elements of presentations at the symposium were flighted on RadioSonderGrense.

Ruth was on the other side of the podium at the 5th International Wildland Fire Conference, held at Sun City in May, where delegates representing 72 countries met to discuss wildfire on a global basis. "I was very proud to be a South African," says Ruth. "It was demonstrated that in South Africa, where there has traditionally been less government financial support for extensive fire control measures, we have had to develop a proactive, cost-effective approach to curtailing fire losses. The government's Working On Fire programme has recently seen a huge amount of development and investment in its aims of protecting the lives and property of disadvantaged people, training them how to deal with fires and establish better fire management systems etc." One of the highlights of the conference was a practical demonstration by the Working On Fire team, who controlled massive blockburns in the Pilanesberg National Park using a squad of helicopters.

## Relationship building in Bloemfontein

Even freezing weather could not dampen the enthusiasm of the more than forty guests – brokers and representatives from various corporate clients - who came along to play putt-putt in an event hosted by Safire and the Insurance Institute of the Free State. Penalties such as having to try and play a shot from between the player's legs created much hilarity, yet despite the challenges there were winners for the array of prizes awarded at the end of the day, which closed with a well-attended braai.

## Check out our new website

Please take a few minutes to have a look at our new website. Visit [www.safireinsurance.com](http://www.safireinsurance.com).

## Economic Tidbits This Month

- 300 000 – potential job losses as a result of people failing the Financial Services Board's regulatory exams which were designed to monitor professionalism. The pass rate of 65% is seen as too high by some. [Read more here.](#)
- R10 000 and R150 000 – fines meted out to M-Cubed and CIB Insurance Solutions respectively by the Financial Services Board. [Read more here.](#)
- 50% - percentage of people who die on SA's roads who are over the legal alcohol limit. The German Dräger breathalyser device is currently under suspension by the NPA, but that doesn't mean drunk drivers will get off scot-free from insurers who do recognise breathalyser tests. [Read more here.](#)
- 100 million – the number of customer accounts compromised in a cyber-attack on Sony. Similar attacks have happened to Nintendo and the FBI, leading larger companies to take out cyber-insurance to the value of \$200 million. [Read more here.](#)
- £7 billion to £14 billion – increase in the cost of personal injury claims in the UK, partially as a result of insurance companies selling on clients' personal details to law firms who specialise in accident claims. As a result, motorists face higher insurance premiums. [Read more here.](#)
- 1583 – the year when the first person ever to be insured, a ship's captain named William Gibbons, was insured by a group of Englishmen.

## Safire supports 1000 Paws

Safire is one of the sponsors of the SPCA 1000 Paws Walk taking place at Hilton College on Sunday 10 July 2011. The gates open at 9am and the walks will be open from 10am to 3pm. There is an easy 2km stroll around the lovely college grounds or a slightly more challenging 4km walk around the estate with its wonderful views of the Umgeni Valley. The cost is R25 per person over six and R10 per dog. There will be plenty of fun and entertainment for kids including Simba the Lion and Sharkie. For the adults there is plenty to see, do, eat and drink. This is a chance to spend quality time at a wonderful outdoor venue doing something with the whole family - including the dogs! So come along and enjoy.

## What a great day!

The Safire MTB Classic on 3 July was a great success, with riders of all ages thoroughly enjoying the magnificent scenery and wide open spaces of Baynesfield Estate in the KZN Midlands. The overall winners were:

FEMALE RIDERS:		
1st:	Savannah Schuit	02:20:44
2nd:	Sarah Gray	02:22:30
3rd:	Sue Chapman	02:32:54
MALE RIDERS:		
1st:	Andrew Hill	01:50:37
2nd:	Willie Brink	01:56:31
3rd:	Andrew Warr	01:57:05



Christy Dempster of Safire (far left) celebrates with the winners and event co-ordinator Gary Flint (far right).

## Extensions to firebreak burning

As a result of the late rains and lack of frost in many areas and to avoid risky burning, a general extension has been provided to all Plantation clients for the burning of firebreaks from the 15 July 2011 to 31 July 2011. We ask you however to exercise 'extreme caution' when burning and always ensure through your FPA that you are legally allowed to do so.

## Back to school

Everyone involved in the financial services industry is required by a 2008 law to undertake Regulatory Examinations to test their understanding and knowledge of relevant legislation and regulations. The examinations are being developed and managed by the Financial Services Board, and there will be two levels of exams: the first level is for all, without exemption, and level two, based on product-specific knowledge, is for representatives, with some exemptions allowed. Everyone at Safire is studying hard, and is confident that they will sail through. Good luck!