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Film & Entertainment newest agency to Compass Insurance stable

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Compass Insurance Company Limited & Film & Entertainment Underwriters SA (Pty) Ltd : info@fanews.co.za

Compass Insurance expands specialist services offerings into local market

Film & Entertainment Underwriters SA (Pty) Ltd, have become the latest agency to form part of Compass's specialist insurance offering to the market. With their focus on providing cover to the Film Industry in South Africa for the production of television and film commercials, they offer a variety of packages to cater for the often diverse and unique requirements of this sector.

According to Clive Shelver, managing director of Film & Entertainment Underwriters; "Budgets for the average film commercial in South Africa can often exceed R1 million and therefore, with the risks associated with re-shoots, faulty equipment or even accidents on set, this sector demands an array of insurance cover that can cover anything from their equipment, key people and actors to public liability and of course, accidents."

"Our specialisation in this regard enables us to not only deliver strong business advice on a particular aspect of a client's film or entertainment requirements, but our expertise is underpinned with a strong understanding and passion for this dynamic market sector," adds Shelver.

"We are pleased to be able to support and work with Film & Entertainment Underwriters who compliment our business model well," says Angela Mhlanga, managing director of Compass Insurance. "Our approach is to focus on insurance needs where solid risk management is required, underwritten by experienced underwriting managers to deliver real security to our clients and there is no doubt that Film & Entertainment Underwriters fulfill this mandate."

"Clive Shelver has a wealth of experience, not only in insurance, but within the film and entertainment sector and certainly the passion he brings to his clients ensures they understand the risks as well as the opportunities that exist for them," adds Mhlanga.

According to Shelver; South Africa has a dynamic film and entertainment industry and while this is a very select market, it is not over-traded. "As a result, companies in this sector need to be supported by a strong infrastructure and Compass Insurance offer this. Compass is truly the only insurance company that can state that it does not sell direct, but rather has developed a sound business model that allows their agencies to succeed as they concentrate on specialised insurance support with agencies that deliver the right expertise to clients."