

Backchat Insider's Market matrix

ONE STEP FORWARD

Respect for office

By all accounts Mark Hodges has been champing at the bit to get started with his new employer, Towergate. As befits his role as the new chief executive, Mark has moved into the largest and grandest office in the building, previously occupied by a certain Peter Cullum. Peter has moved into the slightly smaller office next door.



Torus rocks on

With Broadgate rounding out Torus's offering, chief executive Clive Tobin should be feeling rather optimistic. But if the music-loving executive's insurance ventures go wrong, he has his collection of 1950s jukeboxes to fall back on. "It's my diversification play," he quips. I hope he has a big enough garage to accommodate enough of these bulky beasts.



Not even shaken

The Liberty Mutual Manchester cocktail party last week had a James Bond theme. The office had been decked out with bars serving vodka martinis and the guests (most dressed in black tie or as characters from Bond films) gathered around roulette and blackjack tables. I asked one attendee how long it had taken to convert the office into a casino that 007 himself would have been proud of. "Not long – this is what it's like normally," he shot back.



TAXI!

Poll position

Stephen Lathrope, newly appointed managing director of SSP's Insurance Division, has emerged as a businessman with a political conscience. He stood as the Labour candidate for Beaconsfield, a safe Tory seat, in 2001. Although he lost to Dominic Grieve, his campaigning and political cunning boosted Labour by 1.7%.



Pitch Warded off

The affable Lloyd's chief executive Richard Ward became a little piqued recently when sorting out a private motor claim. He had to repeatedly tell a pushy salesman that he didn't want their credit hire replacement vehicle. If only every customer was like Ward.



CHEERS!

A game of two halves

Congratulations to my old pal John Radford, Biba motor panellist and owner of One Call Insurance, on proposing to Carolyn Still. Carolyn, a glamorous 29-year-old blonde, was appointed chief executive of Mansfield Town Football Club this month by none other than Radford, who is also the club owner. And to think some people say it's not a good idea to mix business and pleasure.



Chest height

If I was to mention topless horseriding, you'd never think of AmTrust. However, that is exactly what happened at the recent AmTrust Equine High Jump event at Blenheim Palace. Two riders did the event topless after losing a forfeit from an earlier event. One of them went on to jump a record height. Rumours that AmTrust is rolling out the topless forfeit policy throughout the company are unconfirmed.



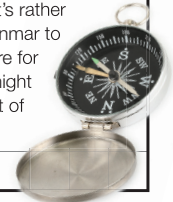
Upside your head

Jargon has always had a place in risk management, as AIRMIC technical director Paul Hopkin said last week. The phrase 'the upside of risk' has been growing in popularity over the past few years, Paul noted. "This is a turn of phrase that's never quite been defined, but we happily use it," he said, tongue firmly in cheek.



Way to go

At the Lonmar offices, there is still a sign pointing to the casualty and exceptional risks department, which transferred to rival broker Gallagher International in June. Not being equipped with a compass or GPS, I couldn't tell if the arrow pointed towards Gallagher's offices. If so, it's rather sporting of Lonmar to keep it up there for visitors who might not be abreast of recent events.



TWO STEPS BACK



020 7618 (extension number)

firstname.surname@insurancetimes.co.uk

Editor-in-chief	Ellen Bennett	3494
Deputy editor	David Blackman	3498
Assistant editor, news	Saxon East	3079
Assistant editor, finance	Ben Dyson	3480
Assistant editor, digital	Danny Walkinshaw	3436
Insight & data development editor	Liz Bury	3078
Research editor	Carol Wheatcroft	3078
Reporter	Sam Barker	3414
Finance reporter	Lauren Gow	3454
Group production editor	Aine Kelly	3495
Deputy chief sub-editor	Laura Sharp	3497
Art editor (group)	Clayton Crabtree	3087
Editor, <i>StrategicRISK</i>	Nathan Skinner	3464

firstname.surname@newsquestspecialistmedia.com

Group sales director	Tom Sinclair	3429
Sales manager	Daniel Tena-Mullor	3406
Display sales	Jon Melson	3408
Recruitment and classified sales	Simon La Thangue	3415
Data and marketing manager	Elizabeth Telford	3405
Market insight manager	Trafford Blenkinsopp	3084
Direct sales and audience services	Tony Pedra	3442
Business development manager	Tom Cull	3422
Publishing executive	Rachel Douglass	3434

Insurance Times.co.uk

Insurance Times is published by:

Newsquest Specialist Media Ltd, 30 Cannon Street, London EC4M 6YJ, UK. ISSN 1466-8149

firstname.surname@newsquestspecialistmedia.com

Senior production controller	Gareth Kime	3475
Group production manager	Tricia McBride	3425
Head of events	Debbie Kidman	3094
Publishing director	Shân Millie	3085
Managing director	Tim Whitehouse	3469

Subscriptions and back issues Make sure you get the Insurance Times Subscriber Advantage, including exclusive online content: go to www.insurancetimes.co.uk/subscribe. For customer services and back issues, email customerservice@insurancetimes.co.uk or call 01635 588868. Subscription rates: UK: £399 one year; £649 two years. Europe: €649 one year; €999 two years. Rest of world: \$1,649 one year; \$2,599 two years.

Printed by: Warners Midlands Plc. © 2011. All rights reserved. No part of this publication may be reproduced or transmitted in any form, by any means, electronic or mechanical, including recording, photocopying or any information storage or retrieval system, without written permission from the publisher.

Cover image: Greg Funnell

Editorial fax	020 7618 3499
Production fax	020 7618 3482
Advertising fax	020 7618 3400
Switchboard	020 7618 3456

abc AVERAGE NET CIRCULATION **15,523** ABCs OCT 2010 UNIQUE USERS **55,602**

