



GREENFIELD INSURANCE SERVICES

INDEPENDENT COMMERCIAL & PERSONAL INSURANCE BROKERS

"I trust them. When you have that bond of trust why would you want to take your business anywhere else."

As specialists in industrial relocations and machinery moving, FSR Maintenance needed to be matched with an insurance heavyweight.

The Hampshire-based engineering services contractors have been at the vanguard of their industry for more than 30 years, and have worked with prestigious organisations including Ford, BMW, Mars, Vosper Thornycroft, and the Kier Group. In 2008 as a spin-off from their engineering services they formed a new company, Cranes2u and now have five diesel-electric Maeda spider cranes for hire.

Mark Roberts, who is director of FSR Maintenance and Cranes2u, paid tribute to the business acumen of Greenfield Insurance Services (GIS) and their proactive method of working. FSR Maintenance and Greenfield Insurance Services have a business alliance which has spanned two decades. Mark singled out GIS Partner, Stephen Greenfield for special mention.

"I first became aware of him about 20 years ago, after being introduced to him by my business partner. What I liked about him was that he offered more than insurance advice. I'm not suggesting he was a therapist, but I found I could talk to him about any angle of business. It was like dealing with an associate rather than a supplier."

Mark believed that FSR Maintenance presented a completely new challenge to Greenfield Insurance Services because of the diverse nature of the Waterlooville-based business.

"I believe that Stephen has immersed himself in every aspect of commercial insurance and he has protected us on many occasions from situations which we would have struggled to recover from. We have never had a situation where the insurance claim has been refused."

Mark added: *"The insurance guidance we have received from them has led to a reduction in our overall expenditure of cover. Consistently sound advice has enabled us to select products which closely match our needs. Mark said that an example of how Greenfield Insurance Services had helped FSR Maintenance move their business forward was by suggesting membership of the Construction Plant Association (CPA), thereby enabling them to avail themselves of the protection which the CPA offer."*

"Greenfield Insurance Services cover everything for us – liability insurance, specialist machinery movement, goods in transit and fleet motor insurance."

"Another aspect of their business which I like is that when I call to speak to him, I always get to talk to him. He responds to my calls and he is approachable and has a helpful manner."



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"Not only does he take the trouble to take an interest in the business of his clients, but his attention to detail and personal service have always stood out for me."

Mark was also impressed by the fact that Greenfield Insurance Services were a proactive company who would instigate an insurance review without being prompted just to discover if there was a better product out there for their client.

"In the space of 20 years, it's probably fair to say that I have tested the market on four occasions. On each of the occasions, Greenfield Insurance Services have proved to be more competitive." He added: "I trust them. When you have that bond of trust why would you want to take your business anywhere else."



If you would like to discuss your insurance requirements or would like a quotation, please telephone Greenfield Insurance Services on 01489 579808.

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