

C & G Rothbury and Brokerweb

Following discussions between the boards of C & G Rothbury and the insurance brokers alliance known as Brokerweb, it was announced today that due to differing strategic direction between these two groups they would remain apart.

The former insurance broking business of Commercial and General (C & G) which merged with Rothbury Insurance Brokers on the 1st April this year had previously been a member of the Brokerweb alliance since 200?

Mr. Doug Thompson, a former Director with C & G and now a Director of the C & G Rothbury Group said 'Brokerweb had been a beneficial ally for Commercial & General in the past, due in the main to the regional exclusivity that it offered its members'. (Commercial & General was predominantly a South Island operation with large offices in Invercargill and Queenstown).

However with the advent of C & G Rothbury, national representation became the goal and with it a strong focus on acquisitions regardless of location.

These opposing ideals meant that both groups would need to compromise their current strategies in order to accommodate each other.

'It is a shame that C & G Rothbury will not be a part of Brokerweb moving forward but we have made promises to other members around regional exclusivity that we cannot move on', Brokerweb's Mr. Jim Harris said.

As a result, agreement was reached that will see both groups continue to operate without the participation of C & G Rothbury in the Brokerweb alliance.

Both groups have acknowledged each others success and have wished each other well with their future plans.

End

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**For further information please contact:
Sarah Money, C & G Rothbury Insurance Brokers
Tel. 09 526 8389**