

NTI TURNS GROWTH CHALLENGES INTO OPPORTUNITIES.

Featuring Paul Bressan, Heavy Motor Risk Engineer

Despite the challenging economic climate, many smaller carriers are currently experiencing growth.

But while the opportunity to increase business is a positive, Paul Bressan, Heavy Motor Risk Engineer at NTI, points out that growth brings challenges.

Specifically, smaller clients that are growing their businesses often discover a blind spot in their knowledge about compliance.

“One client that I saw recently was experiencing this problem. It was a very, very basic operation; a husband-and-wife team overseeing three drivers and a fleet of six prime movers and floats,” Paul said.

“They weren’t great with technology. Essentially, they were still a paper-driven business and their knowledge about compliance and chain of responsibility requirements was pretty limited, which meant they were struggling in that area.

“They asked us if there was something that we could do to help them.”

Paul was happy to lend a hand, and given NTI’s industry associations and contacts, he not only passed on information but also put the client in touch with the right people for the future.

“They weren’t new to the industry, they’d been in the industry for a long time, but geographically they were a little bit isolated.

“We were able to point them in the right direction and introduce them to the relevant associations and regulators. Now they’re in a position to be self-sufficient and continue finding the information they need through subscription services.”

While there was a business-development angle to this job, there was also a strong compliance angle.

“When our clients have robust compliance procedures and the ability to educate and upskill themselves in these areas, their safety standards are going to improve, and that has them in good stead to lower their premiums,” Paul said.

Paul saw it as an example of how NTI provides excellent value for smaller clients.

“Where the larger carriers have risk engineering services – their own internal risk people and safety people – the NTI risk engineering services are really beneficial for smaller carriers.

“A large carrier may have the financial capabilities to do that, whereas small family businesses – husband-and-wife teams, father-son teams and father-daughter teams – in a lot of cases don’t.

“We can provide really strong value in these scenarios.”

**For more information
on our Risk Engineers,
please contact your local
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