

# Our Fleet Appetite & Sweet Spots

We wanted to let you know our latest Fleet sweet spots and areas where we're most competitive, helping you offer the very best tailored solution, cover and service to your Fleet clients.

## Our Sweet Spots – Where we want to grow with you

### Risks where we're most competitive

- Mixed fleets (car/van + special types) 5+ vehicles
- Rural/semi-rural locations
- History of low accident frequency and severity
- Established work force with minimal exposure to agency drivers and young drivers
- Businesses with vehicle and/or driver risk management

## Target Trades

### Own Goods & Trade

- Charities
- Construction and engineering
- Education
- Healthcare and medical
- Plant hire
- Professionals
- Property
- Retail and manufacturing
- Trades and services

### Passenger Transportation

- School contracts
- Community or charity sectors
- Contract hire
- Private hire

### Carriage of Goods for Hire & Reward

- Heavy/abnormal loads (80T)
- Hazardous fleet

**If you have a specialist Fleet risk you would like us to look at,  
contact our experts today**

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