

**Advice from Keven Parker Chartered Insurance Risk Manager ACII  
NEBOSH Head of Rail at Jobson James Rail**

# 10-year Anniversary of Jobson James Rail, The Rail Broker

**I**n April 2023 it will be exactly 10 years since I created our brand Jobson James Rail, The Rail Broker.

I set out to provide a quality insurance and advice service to the railway supply chain and we have come a long way in 10 years. I had worked for a range of railway-related and aggregate-related businesses for 10 years, including Aggregate Industries, Mendip Rail, Charcon, RFS and others, and saw a gap in the market for a true rail expert advisor with genuine railway contract knowledge to support the railway supply chain. It used to be just me as the sole rail expert with a couple of back office staff, but now I am blessed to have a team of highly qualified and highly knowledgeable rail expert Client Managers, who many of you know.

So let me name them: **Clare Brecknell, Tim Smith, John McNeill, Richard Allen** and our Sales and Marketing Manager **Antoinette Stevenson**. I would like to thank all of the clients and other rail industry professionals that have supported us in that decade of hard work.

I would also like to thank our Trade Association supporters, namely the **Railway Industry Association**, the **Rail Forum**, the **Permanent Way Institution** and our marketing company **Rail Business Daily**. We have grown to become the market leading insurance and contractual advisor, and it's been quite a journey. We now support 550 railway clients and are growing every month.

Our rail clients like us because we talk rail language and have developed insurance products that provide much wider cover for railway companies. We also offer unique cover extensions tailored to their needs. Additionally, we provide free



contractual advice on railway contracts and commercial support through our rail industry networking events. Our claims service is in-house and managed by our qualified barrister. Our desk-based team also have good rail knowledge. Our clients can talk rail to us in their everyday speak, and nothing needs to be dumbed down. We can even introduce our clients to the biggest buyers in the rail industry through our Meet the Buyer scheme, hosted at our Rail Infrastructure Networking and Rolling Stock Networking events.

We are passionate to make a difference; we have no call centres, and every business relationship is personal to us. As I write this, we are about to hold our RIN London event at the Business Design Centre near Angel and have over 650 rail professionals from 380+ rail infrastructure companies registered. Some of the introductions we have made for our clients have enabled them to develop relationships with those major Tier 1s, leading to £m contracts.

I hope that we will continue to grow our business, to grow our events and make a positive difference to every client we act for. If you own or are a director at a railway supply chain business then consider what your insurance broker does for you. You are all very welcome to call me.

**Keven Parker Chartered Insurance Risk Manager ACII NEBOSH Head of Rail at Jobson James Rail, Tel: 07816 283949**

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**WE ARE A RAIL SPECIALIST INSURANCE BROKER**  
(RISQS LINK UP APPROVED)

**We insure**

- RRV and Plant Companies
- P-Way/S&C, S&T, OLE/Third Rail and Civils contractors
- Rolling Stock Turnkey Modifications companies
- Manufacturers, Wholesalers and Installers of rail products
- ROSCOs and TOCs supply chain
- Rail Consultants, Surveyors and Design Companies

**Why us?**

- Specialist rail knowledge
- NEBOSH/Safety approach producing lower premiums
- Contractual liability checking
- Better technical advice
- Specialist rail safety consultancy site audits funded by insurers

Contact Keven Parker on **07816 283949 | 0121 4528717**  
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**RAIL SIGNALLING CONTRACTOR - £14M TURNOVER**

- Key exclusions identified with current liability and works insurances which we negotiated out
- Site survey, management interviews and gap analysis conducted
- Risk report presented to the insurance market
- Fit for purpose cover secured with significant saving from that of previous premium
- Receiving recommendations from this happy client

**£44,000 SAVING**  
ON INSURANCE PREMIUM

**£14M**  
TURNOVER

**52%**  
SAVING

**30-PAGE**  
RISK REPORT TO  
INSURERS

**PUBLIC LIABILITY**  
WORKS AND PLANT  
DIRECTOR'S LIABILITY  
MOTOR FLEET

**SITE VISIT**  
CONDUCTED

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