

A large industrial yard, likely a quarry or processing plant, with various materials and machinery. In the foreground, a yellow wheel loader is dumping material into a wooden bin. In the background, a white truck is parked near a large pile of material. The sky is clear and blue.

Euler Hermes UK

# GRS Roadstone

## An enduring partnership

Client case study

Dating back more than 30 years, the relationship between Euler Hermes and GRS Roadstone is one that has stood the test of time, with both organisations bringing an unrivalled level of experience and knowledge of the construction industry.

As with any such long-standing partnership, it comes as little surprise to learn that mutual understanding is one of the foundations on which it is based.

“Euler Hermes gives us the peace of mind to sleep at night”, said GRS Roadstone’s financial director, Richard Owen. “They obtain the information from a wide range of sources, and their comprehensive knowledge and understanding of the financial state of businesses across our sector is invaluable to us.”

The ongoing relationship today is stronger than ever, with staff from the company meeting regularly with Euler Hermes’ team of underwriters to ensure direct support on all credit insurance issues.

According to Richard Owen, maintaining this regular dialogue is vital to ensuring an efficient service. “What you need from a good credit insurer is someone who understands your sector, and the risks involved.



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“The more knowledge they have, the more they will be able to write appropriate limits, and steer you away from customers who may have a poor rating and pose a potential risk.”

According to Richard, the quality of the personal relationship with the underwriter is also of pivotal importance. **“It’s about a two-way exchange of information between you and your underwriter. It’s vital that they have a strong and, most importantly, up to date knowledge of the industry and this has always been the case with everybody we deal with at Euler Hermes.”**

GRS Roadstone has enjoyed significant expansion in recent months, with the growth of its fleet and staff numbers, as well as the acquisition of new equipment, which has led to an increase

in orders. Revenues at the business are expected to rise from £94million to £115million.

With plans for further development, it is certain that GRS Roadstone’s partnership with Euler Hermes will continue to play a vital role as the company looks to realise its ongoing growth ambitions.

**For more information you can:**

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