

# Eastern Region

## Demonstrating Broad Appetite

Each win tells a story - why brokers and clients chose CNA and how our differentiated approach helped secure the right coverage for complex risks. From comprehensive multi-line placements to fast, responsive underwriting and specialized terms, these wins showcase our ability to partner with you to solve challenges and create value for your clients.

Description of Operations	Customer Segment	Coverages Written	Premium	Reasons for Success
<b>Pipeline construction</b>	Construction	Boiler and Machinery, Builder's Risk	\$250,000	Provided 100% Course of Construction capacity for project exceeding \$100M value.
<b>Excavation</b>	Construction	GL Builder's Risk, Umbrella	\$90,000	Delivered responsive, high-quality service throughout the process.
<b>Industrial machinery parts</b>	Manufacturing	Boiler and Machinery, GL, Property, Umbrella	\$60,000	Expedited underwriting enabled timely placement.
<b>Excavation</b>	Construction	Boiler and Machinery, GL, Property, Umbrella	\$65,000	Trusted, well-established working relationship with the broker.
<b>Electrical power</b>	Transportation and Utilities	Marine	\$155,000	Strong, established relationship with the broker drove confidence.
<b>Freight forwarders</b>	Transportation and Utilities	Marine Liability	\$145,000	Trusted relationship and service supported renewal.
<b>Excavation</b>	Construction	Marine	\$65,000	Full capacity and rapid turnaround time.
<b>Apparel accessories store</b>	Retail Trade	Directors and Officers, Professional Liability	\$50,000	Tailored coverage to support complex corporate restructuring.
<b>Drilling</b>	Mining	Automobile	\$35,000	Demonstrated broad underwriting appetite.
<b>Cosmetics distribution</b>	Wholesale Trade	Automobile	\$15,000	Demonstrated deep understanding of the client's business.



For more information, please contact your local CNA underwriter or visit our website at [cnacanada.ca](http://cnacanada.ca).