

Central Region

Demonstrating Broad Appetite

Distributors expect to work with insurance specialists who understand their clients' needs and can deliver meaningful solutions. That is what CNA brings to the table. With a powerful legacy, international capabilities rooted in a strong local presence, well-known business insurance expertise, and a deep commitment to our brokers and customers, we offer more than just a policy – we deliver distinctive insurance solutions and a superior customer experience.

Description of Operations	Customer Segment	Coverages Written	Premium	Reasons for Success
Plastic manufacturing	Manufacturing	Comprehensive GL, Umbrella	\$150,000	Strong international capabilities and quick underwriting service.
Mining including surface mining	Mining	Excess Casualty	\$143,000	Client relationship accompanied with unique underwriting capabilities.
Truckers - local hauling	Transportation and Utilities	Marine	\$150,000	Strong partnership with broker to understand the unique requirements of the client.
Excavation	Construction	Boiler and Machinery, Comprehensive GL, Directors and Officers, Property, Umbrella	\$210,000	Broker specifically contacted CNA for a tailored solution unique to the client and a strong relationship with the underwriter.
Machinery parts manufacturing and construction mining	Manufacturing	Boiler and Machinery, Comprehensive GL, Directors and Officers, Property, Umbrella	\$88,000	Collaborative approach with referral points lead to flexibility of deductibles on production machinery equipment.
Contractors & subcontractors	Construction	Boiler and Machinery, Comprehensive GL, Directors and Officers, Builder's Risk, Umbrella	\$109,000	Strong underwriter relationship with broker and high confidence in capabilities due to supporting previous course of construction policy.
Pre-packaged software	Technology	Excess Management Liability	\$ 16,000	CNA supported the client's need for an increased limit, proving high quality service through fast turnarounds.
Machinery and machinery parts manufacturing	Manufacturing	Excess Management Liability	\$16,000	Underwriting team provided quick service to broker, providing competitive terms.
Offices of doctors of medicine	Healthcare	Professional Liability	\$42,000	Provided competitive terms and fast responsiveness when an adjustment to the quote was requested, strengthening broker relationship.

Real estate property management	Real Estate	Excess Management Liability	\$9,000	Quick responses impressed client resulting in an opportunity to quote newly purchased excess limits.
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For more information, please contact your local CNA underwriter or visit our website at cnacanada.ca.

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