

Western 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
Electrical apparatus installation, service and repair	Oil and Gas	Comprehensive GL, Umbrella	\$240,000	Client required established cross-border capabilities and support through a strong broker relationship.
Construction machinery & equipment	Oil and Gas	Excess Casualty	\$110,000	Tailored solution provided with a quick turnaround and consistent communication.
Contractors	Construction	Marine	\$75,000	Support from head office successfully supported increased capacity to \$45m line on this \$3.6bn vessel build.
Wharf & waterfront property	Transportation and Utilities	Other liability	\$28,000	Following review of claims record and exposures provided a 25% follow line on this substantial Terminal Operators Liability Policy.
Oilfield well servicing contractor	Oil & Gas	Automobile Liability, Boiler and Machinery, Comprehensive GL, Property, Umbrella	\$103,000	Comprehensive package with multi-line solutions to fit unique client needs.
Building material distribution	Wholesale Trade	Comprehensive GL, Umbrella	\$40,000	Comprehensive solution filled gaps in coverage that the incumbent could not match.
Heavy construction equipment rental and sales	Wholesale Trade	Boiler and Machinery, Comprehensive GL, Fidelity, Property, Umbrella	\$192,000	Competitive pricing, ability to write all lines of coverage, fast service.
Manufacturing of railings, guardrail systems	Manufacturing	Boiler and Machinery, Comprehensive GL, Fidelity, Property, Umbrella	\$50,000	Capability to support US sales and ability to provide a solution for all lines of business.
Manufacturing and storage of industrial cables	Manufacturing	Boiler and Machinery, Comprehensive GL, Directors and Officers, Fidelity, Property	\$37,000	Broad capability to support US sales and locations for client's cross-border operations.
Manufacturing of exhaust systems	Manufacturing	Boiler and Machinery, Comprehensive GL, Directors and Officers, Property, Umbrella	\$98,000	Ability to provide a solution for all lines of business, simplifying the experience of the client.

Construction project manager	Construction	Builder's Risk	\$200,000	Ability to provide a solution in support of a larger initiative to write civil projects with broker.
Electrical work in buildings	Construction	Boiler and Machinery, Comprehensive GL, Directors and Officers, Fidelity, Builder's Risk, Umbrella	\$157,000	Strong broker relationship and tailored coverages offered.
Communication equipment installation for industrial and commercial use	Construction	Builder's Risk	\$85,000	Ability to provide a 100% capacity solution for \$150M course of construction.



For more information, please contact your local CNA underwriter or visit our website at cnacanada.ca.

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